

HITZA HITZ is looking for a commercial agent or distributor in the USA

HITZA HITZ is the « given word » of the Basques, a motto, a code of honour. And it is the name of a brand of ready-to-wear apparel inspired by the Basque country. It's also the first Jeans Brand from the Basque Country.

It is appropriate for women and men, for Basques and their friends, the locals, the visitors, from those who love the mountains to those who prefer the ocean.



What we offer?

An attractive commission on the sales

Responsibilities:

- Represent and be the face of Storefront to all our clients and brands
- Manage key, significant projects
- Qualify clients' specific needs and suggest the best spaces for these needs
- Monitor the ongoing communication and deals in your portfolio
- Lead deals toward success; be a deal closer and never let a customer be unsatisfied
- Help develop our customer acquisition strategy
- Active outbound prospecting through cold calling, created campaigns, and events
- Target specific and strategic brands
- Provide education to your prospective clients to lead them on the platform

Requirements

- Have experience in Sales or Account management
- Interest in the Retail and Fashion industry
- Possess excellent communication skills
- Result-oriented and a valuable team player
- Tech-oriented person
- Quick thinker; you thrive in a fast-paced and challenging environment
- Organizational skills are a strength
- Relevant graduate degree
- Must be in USA Full-time
- Experience in managing high-frequency pipeline is a plus
- Knowing the basque culture is a plus

Benefits

- Have the opportunity to directly shape the company's strategic direction
- Work in a fun, collaborative, and stimulating environment (We're looking for your personality as well!)
- An insanely supportive, hardworking team, building something truly transformative

What to Expect Next

- Interview with our Chief Business Development Officer and Export Responsable.
- You'll also meet a few of our other teammates and business leaders!



Interested ? Send your resume to : etcheverry@hitzahitz.com



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