

The Opportunity

Are you looking to contribute your expertise to help lead one of North America's most exciting and creative businesses? Are you looking to join a strong visionary team, carving out a new path in one of Canada's most innovative communities?

The successful candidate will become be an integral player in our continuous creation of new social enterprise opportunities on Fogo Island, strengthening the impact of social business in Canada and abroad.

Job Title:	SALES LEAD	Woodshop on Fogo Island
Place of Work:	Central Canada (ideally Toronto or Ottawa, ON)	Regular travel required

Overall Accountability

Lead sales and business development for the Woodshop on Fogo Island

Major Responsibilities

Reporting to the CEO:

- Responsible for off-island sales initiatives
- Establish new sales opportunities in national and international markets
- Provide regular updates to senior management on prospects and customers
- Cultivate relationships with key decision makers and influencers in design and home interiors industries
- Contribute market knowledge to new product development
- Travel and represent the Woodshop at various events (including trade shows, design fairs, etc.)
- Own the effectiveness of CRM initiatives; seek continuous improvement to better the customer experience
- Build strong, responsive relationships with team members and other departments across the Shorefast Group of entities

Skills and Experience

- Ambitious, curious and creative
- Track record of overachievement
- Exceptional storyteller; enjoy speaking with people and sharing the details behind each product
- Experience in a quota carrying sales role

- Self-disciplined to focus sales efforts and build a new market potential
- Demonstrated success in sales channel and partner development
- Extremely organized and attentive to detail
- Exceptional communication skills
- Knowledgeable about the high-end furniture industry, both in bricks-and-mortar and online sales
- Proficient in using Office 365 software tools including Microsoft Word, Excel, SharePoint and OneDrive
- Ability to work flexible hours and willing to travel
- Excel in a fast paced and demanding start-up environment
- A passion for small communities

Compensation and Benefits

- Competitive Salary and Benefits package
- Great organizational culture
- Opportunities to advance

About our Organization

The Woodshop is a social business initiative of Shorefast, a Canadian charity established to contribute to the economic and cultural resilience of Fogo Island, Newfoundland.

Social business is an emerging field in Canada, where for-profit economic activity directly contributes to positive social outcomes. Shorefast is a leader in this emerging space, creating not-just-for-profit businesses that maximize return on sacred capital (natural, social, cultural) alongside economic capital. The goal is to create a next generation economy of strong, resilient communities – a global network of deeply local places.

The successful candidate will join a committed team and help create business in service of community.

Contact Us

Please submit a cover letter and resume to careers@shorefast.org using the subject line **“Sales Lead - Woodshop”**

Deadline for Applications: May 31st, 2019

For further information visit our websites:

www.fogoislandinn.ca | www.shorefast.org | www.fogoislandarts.ca | www.woodshopfogoisland.ca