



FairMail Vacancy: Sales Agent for corporate clients (B2B)

FairMail (www.fairmail.info) is a Dutch social enterprise selling fair trade products with photos made by underprivileged teenagers from Peru, India and Morocco. With the sale of their photos the photographers earn money to finance their own education.

FairMail dreams of a world in which ALL teenagers get the opportunity to educate and develop themselves.

The Dutch company based in Amsterdam is run by the 2 founders, Peter and Janneke. During the 10 years of its existence FairMail outsourced the production, storage and distribution of the greeting cards. The acquisition for corporate assignments like tailor made Christmas cards, stockphotos and other B2B sales is still done by the founders. To let their network and social impact grow further, the founders are now looking for enthusiastic talents who want to help find new corporate clients. To inspire more and more people with the FairMail concept and support more teenagers.

Task Description B2B Sales Agent:

- Approach potential corporate clients and identify their needs.
- Based on their needs, inform the clients convincingly about how the FairMail concept can fulfill their needs (tailormade Christmas cards, photos for annual reports, websites & social media, special photo assignments, corporate gifts and white label card concepts).
- Send the interested clients quotes (made by FairMail).
- Proper handling and following up of the assignments in coordination with Peter and Janneke.
- Participate in B2B fairs and doing the follow up.
- Having a meeting with FairMail on the progress every trimester.
- Keep FairMail informed about what kind of photos and themes customers are looking for to provide photo requests to the teenagers.

Profile:

- Excellent communication skills;
- Entrepreneurial, commercial, persuasive and optimistic spirit;
- Excellent customer service skills;
- Having affinity with sustainability and our social mission;
- Experience in sales and acquisition is preferred;
- Able to work independently, with communication at a distance (via email and Skype).

What FairMail can offer:

- An independent position with meaningful work.
- Flexible working hours and a lot of variety.
- A lot of space for your own ideas and initiatives.
- Ability to work from your home or office.
- You will get a personal start up training from one of the founders of FairMail.
- A market conform commission on the total amount of realized sales.
- An additional bonus for achieving personal targets.
- Many karma points.

Interested? Send your motivation letter or -video to: janneke@fairmail.info