

The Opportunity	Mrsrgrocery.com is Canada's leading personal shopping service. We have 43 licensees across the nation and access to over 3 million households. We are growing quickly and require inside sales personnel to facilitate the demand. We are adding an E-commerce section to the mrsrgrocery.com platform as well so timing is critical. Further, we will have an entire new web platform launching soon which will create a whole new sales channel for you to develop.
The Position	You are responsible for finding licensees for the mrsrgrocery.com platform. You would be assigned a specific region that you alone would be able to prospect as you see fit. You will work under the supervision of our top licensee manager and have access to all the resources and support we can provide.
The Expectations	We require people who are team-oriented and personable. Earthrise is all about collaboration and shared benefits. Further, we have a different operating model than most businesses. Ours relies on a giving back and fighting for the underdog. We do not see ourselves as dealing with Fortune 500 companies, rather we are a proponent of the small business person. You have to firmly embrace this mindset to be effective. We also expect you to stay involved with your licensees as warranted. Though our model gives control operationally to the people in the territory, you will need to be available from time to time to answer questions and to provide business advice. We also have flexible working schedules available as we are a national company. If working on west coast hours is more appealing we can accommodate you.
Your Career Development	<p>The path to success within our company is a big one. You would start out with the sales position but you will be able to develop into several different career categories. Regional managers, product specialists, account executives or maybe a brand manager would be opportunities you can explore. We offer a full training and a job shadowing program before you are given your own responsibilities.</p> <p>Our marketing and brand development budgets are increasing. Therefore, your ability to generate leads will be augmented by a strong marketing push. You will also be given the ability to close candidates who contact us. Earthrise Creative Labs also has three other significant projects in development so the opportunity to grow professionally will coincide with our business growth. The sky is the limit.</p>
Candidate requirements	<p>An enthusiastic and ambitious attitude. Your goal is to become a professional career person and you are willing to put the effort in to achieving that goal. You aren't afraid to pick up the phone and have excellent interpersonal skills. Patience is a virtue but so is closing the deal. Being able to filter candidates is as important to us as closing the deal. You have to be able to evaluate the person on the other end of the line. No experience is necessary, but a demonstration that you have held a job prior to now would be great. Maybe something where you dealt with customers would be ideal, but not necessary. We are a software solution company so basic computer skills are required i.e. familiarity with web-browsing and writing emails or chat. Awareness of internet shopping trends would be an asset.</p>
Compensation	<p>The position starts as 100% commission based. However, we offer a very generous commission on a product that is quite inexpensive. With each sale you will be paid the same day. The commission per territory licensee sale is \$800. Our expectation is that you can establish 5 territories per month in your dedicated region. You will need to provide your own workstation as well. Therefore, a laptop and phone are required. Opportunity to become a FT employee exist in abundance if this is what you would prefer.</p>

Contact Info	If you are interested in this exciting career opportunity, please forward your resume in confidence to Caleb Hayes. <a href="mailto:ken@mrsgrocery.com">ken@mrsgrocery.com</a>
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