

B2B Sales Manager

We're looking for a highly motivated and versatile person with some knowledge of Classic Mercedes vehicles who is well-organized, works well on a team, and has excellent customer service skills. The ideal candidate has previous commercial auto parts sales experience.

MBZ Parts is expanding and will be establishing a new headquarters near Redlands this summer. This position will involve working from that location 1 to 3 days per week and otherwise is work-from-home. This is a great opportunity to get in on the ground level of a growing company; we expect a significant amount of growth in the next few years. We are moving a large collection of inventory to a Southern California location to take advantage of the large number of repair and restoration shops in the region.

This position is responsible for establishing and maintaining business relationships with these shops and leveraging these relationships to generate direct sales. This will require a great deal of familiarity with our products as well as excellent customer service skills.

To acquire this familiarity, the position will start with assisting our general sales team. This will include direct customer service via phone and email as well as a variety of organizational computer tasks. As you become proficient at handling customer inquiries, navigating our systems, and demonstrate a familiarity with our products, you will take on more B2B sales and sales management responsibilities. This will include generating additional commercial account leads via any means at your disposal. Assisting our B2C/Ecommerce sales team will continue to be a part of this position until our growth deems that unnecessary.

Pay is hourly plus commission on invoices. Starting wage depends on experience.

In addition to the following formal benefits, we also offer a work environment that is highly understanding of employee needs, and allows for more flexibility than other companies.

After an initial 2-3 month trial period, you'll receive the following benefits:

- 1hr Sick Pay per 30 hours worked
- 3 paid holidays per year
- Health Savings Account

After one year you'll be eligible for:

- 1 week paid vacation per year
- Profit Sharing

You must be willing to submit to drug testing for *illegal* drugs.

Please respond with your resume and a brief paragraph detailing both why you are interested in this position and why we should consider you over other applicants. Applications without both will be ignored.

We have no tolerance for discrimination or harassment of any kind. Whether it is based on gender, race, sexual orientation, religion, trans/gender identity, or anything else.