

Job Description: Sales Representative

Join B-Line: Empowering a Greener, More Livable Portland

Since 2009, B-Line has been at the forefront of creating a vibrant, sustainable community in Portland, Oregon. From our warehouse in the Central Eastside Industrial district, we're redefining how businesses deliver goods with our eco-friendly e-cargo trike fleet. We serve a diverse range of clients in the local and regional food economy, office supplies, and micro-mobility sectors, and we take pride in helping brands make a positive impact through our advertising and promotional services. As a proud B-Corp, recognized for our innovative, grassroots approach, B-Line is poised for regional and national expansion. If our mission resonates with you, this could be the perfect opportunity to grow with us.

Why You'll Love Working with Us:

At B-Line, we're more than just a company—we're a movement. We're a close-knit team that values creativity, collaboration, and making a real difference in our community. Here, your voice matters, and your ideas can shape the future of our company and the community we serve. We believe in using business as a force for good, and we're looking for someone who shares that passion.

Your Role: Sales Representative

As our Sales Representative, you'll be at the heart of our mission, driving the growth of our core services—last-mile delivery and warehousing. You'll also have the chance to shape our advertising and promotional efforts, helping local and national brands connect with their audience in meaningful ways. In this role, you'll collaborate closely with our Operations Team to ensure seamless service delivery, always staying true to B-Line's values.

What You'll Do:

- **Connect & Sell:** Identify and engage with new clients, showcasing how B-Line's unique offerings can meet their needs.
- **Craft Solutions:** Develop tailored service proposals and transform them into sales contracts.
- **Client Care:** Provide exceptional customer service, ensuring clients have a smooth and positive experience.
- **Team Support:** Collaborate with our rider team to enhance customer service and support sales efforts.
- **Stay Organized:** Use CRM software to track sales activities and keep the leadership team informed on the status of leads.

What Success Looks Like:

- **Sales Goals:** You'll have clear targets, set in collaboration with the Director of Sales and Marketing, and your success will be measured by the relationships you build and the deals you close.
- **Revenue Growth:** Your efforts will directly contribute to our company's growth, with revenue goals set and reviewed regularly.

What We're Looking For:

We're seeking a driven, organized, and communicative individual who's excited about making a difference. While direct sales experience is a plus, what's most important is your enthusiasm for learning and your commitment to excellence. You'll thrive in this role if you:

- Have a passion for storytelling and connecting with people.
- Are results-oriented and enjoy developing creative sales strategies.
- Excel in communication, both written and spoken.
- Are proficient with CRM software, Google Workspace, and Excel.
- Have experience or interest in the food and beverage industry or an industry that has multiple accounts needing recurring delivery.
- Are a self-starter who manages time well and enjoys working with diverse teams.
- Believe in using business as a force for good and want to help make our community more livable.

Compensation: Competitive base annual salary starting at **\$53,000**, plus performance-based incentives.

To apply, please send your cover letter and resume to jobs@B-Linepdx.com with "B-Line Sales Representative" in the subject line. We kindly ask that you refrain from calling.