

Sales Manager

Bay Area Climbers Coalition

Bay Area Climbers Coalition Mission Statement:

The Bay Area Climbers Coalition is a volunteer run 501(c)(3) non-profit organization focused on preserving access to our local outdoor areas by actively fostering positive relationships with land managers, hosting stewardship events, and providing educational programming for the climbing community.

Position Summary:

Fundraising is a crucial part of our organization's ability to perform stewardship work, community outreach and internal operations. In order to generate revenue to support our mission, you will be tasked with expanding the types of merchandise we offer for sale, streamlining and managing our sales and fulfillment systems, managing our inventory, and developing relationships with designers and manufacturers. The majority of the work can be done anywhere in the Bay Area, but you will need to occasionally pick up and drop off merchandise at our storage unit, which is currently located in Emeryville.

Key Responsibilities and Duties:

- Determine types of merchandise that BACC should offer for various targeted fundraising efforts, and work with designers and manufacturers to generate the items and set-up procurement
- Work with the operations and communications team to modernize our website store, increase on-line sales and manage fulfillment to customers
- Work with community ambassadors and other board members to support in-person sales at tabling and special events
- Prepare sales budget, set prices for merchandise and project monthly profits
- Work with treasurer to track merchandise costs, sales and revenue
- Present sales updates to the board during board meetings
- Work with the strategic partnerships liason to work with like-minded organizations that may donate merchandise or assist with sales

Qualifications:

- Experience with online sales and fulfillment platforms, such as (but not limited to) Shopify, FBA, etc.
- A background in creating cool merchandise and managing inventory is preferred, but not necessarily required for the right person
- Ability to work within a budget and meet deadlines independently
- Excellent written and verbal communication skills
- A high level of organization skills

- General all-around amazing person that is willing to jump in wherever they can to help move this organization forward

Time Commitment:

- 1 year commitment to position
- A consistent commitment of up to 10 hours per month is expected, but the time commitment could fluctuate during the year
- Consistent communication with board by email and Slack
- Ability and willingness to travel to events across the bay with loads of inventory
- Mandatory attendance at monthly board meetings (second Tuesdays) in person or by phone - up 2 hours per month