



UPSTATE

COIN & GOLD

Wholesale Trader / Account Representative

We are seeking a Wholesale Trader / Account Representative to join our team! You will be an integral part of our Trading / Sales team to drive the future of our company. We have steady, sustainable growth year after year and are seeking only the best to come grow with us!

Responsibilities:

- Present and sell products to new and existing customers
- Contact potential customers (and vendors) to offer our full array of services
- Overcome customer obstacles regarding payment terms, logistics, product availability, and pricing as appropriate and possible

Qualifications:

- Previous experience in sales, outbound account management, other related fields
- Ability to build rapport with clients
- Ideal candidates can learn a good mix of unique product and industry knowledge quickly
- Understand basic inventory management
- Excellent analytical and problem-solving skills
- Ability to multi-task in fast-paced environment
- Strong negotiation skills
- Familiarity with CRM platforms
- Strong written and oral communication skills
- Ambitious, self-motivated, entrepreneurial desire in conducting business

What We Offer:

- Competitive salary commensurate with experience
- Opportunities for advancement
- Friendly, team-based colleagues
- Extensive training to build your product knowledge and industry awareness
- Full benefits package and 401K available
- Rewards for performance, innovation, and results

We are hiring in order to effectively keep up with the demand within our business. **All inquiries will be kept strictly confidential.** Resume should be sent to careers@upstatecoins.com.