https://jobs.ua/job-sales-representative-print-on-demand-3852457

Ваш надійний помічник

Sales Representative Print on Demand, 30000 грн.

Львів, 21 січня

Компанія: Fabrixa (https://jobs.ua/company/id/1642043) (Всі вакансії)

Рубрики: Торгівля, продажі, закупівлі, Реклама, маркетинг, PR

Побажання до співробітника

Освіта:	повна вища
Досвід роботи:	бажано
Графік роботи:	повний робочий день

Опис вакансії

Job opening: Print-on-Demand Sales Representative Company: Fabrixa Location: Lviv, Ukraine Type: Full-time

About Fabrixa

Fabrixa is a European on-demand textile manufacturing and technology company. We connect print-on-demand platforms, printers, and brands through our catalogs and API, allowing them to easily sell and ship high-quality home textiles and fashion products from multiple distribution centers, with Fabrixa as their single point of contact.

Our focus:

- Home textiles (duvet covers, blankets, towels, curtains, pillows, etc.)
- Fashion/Clothing (on-demand printed garments)
- Simple, reliable integration via API, modules, and product editors

We are in the midst of a growth phase and are therefore looking for a driven sales representative in Ukraine to help us connect with leading print-on-demand companies and online printers in Europe, the United Kingdom, and beyond.

Your mission:

You will be the driving force behind our contacts with print-on-demand platforms and printing companies (e.g., print-on-demand providers, online printing companies, fulfillment platforms).

Your main goal will be to initiate conversations, schedule appointments, and help establish new partnerships—primarily online.

You will:

- Identify and research potential print platforms (POD platforms), online printing companies, and fulfillment companies.
- Make contact via email, LinkedIn, and video calls (primarily outbound calls).
- Present Fabrixa's value proposition and identify potential customers.
- Schedule and prepare sales calls/demonstrations with founders/executives.
- Support follow-up: sending offers, summaries, and next steps.
- Maintain a clear and structured CRM/pipeline overview.
- Gather feedback from the market and share insights with management.
- Help set up repeatable outreach strategies and sales funnels.
- Send samples to customers to promote the products.

Who we are looking for

Essential requirements:

● Based in Lviv, Ukraine.

● At least 3 years of experience in B2B sales or business development, preferably international.

● Experience working at or for a software/SaaS scale-up

● Strong knowledge of print-on-demand (POD)/e-commerce/printing/order fulfillment or demonstrable experience selling to these types of companies

● Affinity with textile products, home accessories, and fashion apparel

● Excellent command of English (written and spoken); confident in telephone calls and email communication

● Comfortable with outbound sales: prospecting, cold outreach, follow-up

● Independent, proactive, and able to work autonomously

● You are goal-oriented and sales-driven, and you want to achieve and exceed your goals.

Nice extras:

● Experience selling APIs, integrations, or B2B platforms

● Knowledge of the POD platform landscape

● Additional languages (German, Polish, Spanish, French, or Dutch) are a plus.

What we offer:

● Work 100% from Ukraine, in the office.

● Opportunity to work closely with the founders in an early growth phase

● A key role in building our international POD partner network

● Competitive compensation with performance-based bonuses/commission

● A lean, informal, and entrepreneurial culture with room for your ideas

● Long-term collaboration if there is a good match

How to apply:

Send us

● Your resume (in English)

● A short motivation letter:

○ Your experience with POD/e-commerce/SaaS

○ Examples of outbound sales or partnerships you have initiated

○ Why you want to work with Fabrixa

Контактна інформація

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