



Ваш надійний помічник

# Sales Representative Print on Demand, 30000 грн.

📍 Львів, 🔄 21 січня

Компанія: [Fabrixa](https://jobs.ua/company/id/1642043) (<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**

Телефон: +38 (063) 214-55-77

Контактна особа: RemcoGeerdink

Адреса: Львів, str. Shevchenka 111A