



BUSINESS DEVELOPMENT AND SALES

Who we are:

HOPE, the Philippines' first certified B Corp, is an impact organization that has consistently been 'Best for the World.' 100% of its profits are invested in improving public school infrastructure, increasing livelihood opportunities, and enabling efforts that conserve the environment.

Launched in 2012, HOPE's mission was simple: to provide Filipinos with an easy way to vote with their peso about what was important to them. We put Education at the forefront of our movement, building much-needed public school classrooms through the sale of our flagship product, Hope in Bottle.

In 2014, HOPE branched out to livelihood opportunities through agricultural interventions with the overall goal of increasing income for smallholder coconut farmers. As of 2024, we are on track to planting 2 million coconut seedlings and we look to engage even more smallholder coconut farmers in Mindanao.

Not wanting to solve one problem by contributing to another, HOPE set an audacious goal of becoming the first Philippine brand to offset 100% of its plastic footprint, making sure we walk the talk towards a safer and cleaner planet. In the same year, HOPE also launched Aling Tindera, a waste-to-cash program that aims to divert plastic waste away from nature, provide incremental income to communities, encourage behavior change and educate the public about responsible plastic waste management.

All of these efforts come together to deliver on what we at HOPE promise – a movement leveraging the power of people to achieve great things Together.

Business for Good.

About the Role:

The Business Development and Sales Associate/Officer will be part of our dynamic Sales and Business Business Development and Sales team in charge of selling Hope in a Bottle, and Hope in a Box.

You will have the opportunity to work on a broad range of responsibilities from customer business development, account management, sales coverage and planning, business analytics and reporting with special focus on modern trade or distributor management.

This role is a high-growth opportunity where we quickly expect you to be able to manage a portfolio of existing and new customers.

Key Responsibilities:

- Implement sales and business development activities for the assigned territory



- Build and maintain excellent relationship with potential and current partner clients and establishments
- Ensure fulfillment of order processing and deliveries
- Responsible for managing the accounts receivables (ARs); Ensure the timely processing of invoices and the collections from the customers in coordination with the Order to Cash Team and Accounting Department
- Conducting regular store checks and account visits
- Prepare and submit sales reports.

Requirements:

- With at least 2-3 years of experience in sales, account management, relationship management
- We are looking for highly motivated, go-getter, customer-centric, creative and collaborative individuals who are passionate in fulfilling our mission to do Business for Good.
- Must have completed a Bachelor's Degree in Business, Marketing, Entrepreneurship, Management Engineering or any related courses.
- Exceptional communication and relationship, and account management skills
- Entrepreneurial, and detail-oriented
- Amenable to do field-work
- Has own transportation is welcome