



Salesperson Job Description

<p>Job Purpose:</p>	<p>Generate new revenue for the company by selling services and/or products including in-person organizational services, workshops, events and speaking engagements.</p>
<p>Key Accountabilities:</p>	<p>Prepare and conduct professional sales presentations and use a high level of creativity in executing sales strategies to meet diverse clients' needs in the face of stiff competition and potentially unfavorable economic situations. Effectively communicate technical requirements and negotiate sales agreements for clients and/or authorized agents. Must manage an incentive budget and comply with annual budget plan.</p> <p>Develop and maintain strategic relationships with key clients and prospects to foster as sales opportunities. This position requires representing the company and/or presenting to external and internal committees, sales organizations, business associations, etc.</p> <p>Meet or exceed company and individual revenue projections each month.</p>
<p>Required Knowledge and Experience:</p>	<p>Knowledge of the company services and products.</p> <p>Excellent written and oral communication, interpersonal, project management, and account management skills. Must be able to speak on behalf of the company at various forums attended by potential customers, the trade, and other interested parties.</p> <p>Proficient in the use of office productivity software, including Word, Excel, PowerPoint, etc. Knowledge of Wordpress, Kajabi, Calendly, Asana, Teamwork.</p> <p>Ability to work under high pressure in short timeframes to meet customer needs and resolve customer complaints.</p>

Required Qualifications:

Bachelor's degree in business, marketing, or a technical discipline, along with three to five years of experience in related sales/key accounts. In lieu of a four-year degree, candidate must have a minimum of five years of sales, account management, and/or technical sales experience.

Compensation:

This position is 100% commission. Individuals in this role work on straight commission. Money is earned when a sale is completed.

Salesperson's base commission is 5% of total sales over \$100,000.