

Sales Associate

Job Title:	Sales Associate	Job Category:	Independent Sales Associate
Department/Group:	Human Resource	Job Code/Req#:	STEAM 2013
Location:	1327 W Washington Blvd. Chicago, IL, 60607	Travel Required:	10%
Level/Salary Range:	Commission	Position Type:	Full time& part time
HR Contact:	Pam Redwood	Date posted:	December 14, 2013
Will Train Applicant(s):	5 day onsite training	Posting Expires:	January 31, 2013

Applications Accepted By:

FAX OR E-MAIL:

1 (312)-277-9254 or info@smgspeakers.com

Subject Line:

Attention: HR Department | Sales Associate

Job Description

Description: Sales Associate

SMG Speakers mission is committed to providing the best speaker(s) to produce events that result in satisfied and informed attendees. Our goal is to assist clients in making their event a success. We offer speakers, trainers, coaches, consultants, panelist, moderators, and business consultants. With our knowledgeable team of experts we ensure prompt friendly customer service from the beginning to end.

ROLE AND RESPONSIBILITIES

- Secure new customer accounts by soliciting talent and speakers to organizations for speaking engagements and appearances.
- Define and implement sales strategies and plans that will outperform quota and deliver net profit. This role is a quota results driven position which will assist in the growth of SMG Speakers in the booking talent segment.
- You will join a dedicated team of sales professionals focused on selling and driving the success of SMG Speakers. You will play a key role in identifying and qualifying sales opportunities, building appropriate and winning proposals and providing Sales Leadership for your defined Territory.

Responsibilities include:

- Achieve revenue target in assigned accounts/territory
- Execute the sales process

- Follow & stay up to date with client accounts
- Keep SMG informed by submitting activity and result reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Maintain communication coordinated by company staff to accomplish the work required to close sales.
- Prepare presentations, proposals and sales contracts
- Establish new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets.
- Adjusts content of sales presentations by studying the type of sales outlet.
- Recommends changes in products, service, and policy by evaluating sales results and competitive developments.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Provides historical records by maintaining records on area and customer sales.

QUALIFICATIONS AND EDUCATION REQUIREMENTS

Bachelor's (undergraduate) degree in business or Master's (graduate) degree in Business Administration (MBA) or relevant experience

Selling experience.

A self-motivated, go-and-get approach

Strong presentation, sales, negotiation and influencing skills

An organized, team approach

Fluent English

Experience in one or more of the following areas:

Strategic sales account experience

Above average quota performance

Coordination or team leading with other sales professionals

Strategic sales

Business plan development

Required Experience

- Directly related work results in Selling; including demonstrated achievement of progressively higher quota, diversity of business customer, and higher level customer interface.

- Viewed as expert in company; sought out by other Sales Representatives and/or first level managers for input.

- Typically 3-5 years of experience as referenced above.

PREFERRED SKILLS

Skills Include:

Account plans and long term sales funnel development

Selling of speakers and talent | Resource management | Marketing skills

Communication skills | Negotiation skills | Creative ability | Market Research

Consulting skills | Leadership qualities | credibility

Self-confidence | Acuteness | Willpower

Intellectually flexible | Passion