

<https://kenmercado.com/job/employment-opportunities-at-kms-website-design-and-internet-marketing/>

Website Sales Representative

Description

Become a part of a growing team of web professionals. Ken Mercado Studio is looking for website sales representatives. The Website Sales Representative position is responsible for identifying and contacting potential web clients. You would not be alone as this crucial position is supported by a management team. From day one you will receive assistance in professionally estimating, quoting and closing website sales. This position is not for someone looking to collect a paycheck. This position is for someone who wants to write their own paycheck as your success is determined directly by your output. We will provide you with leads. However, you are encouraged to use our CRM to identify your own leads as well. We will provide you with all the support you need to be successful. Hardworking full-time sales professionals should make between 40k and up.

Responsibilities

Focuses sales efforts by cold calling directly to customers who need our service keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly territory analyses. Obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential clients utilize the CRM to inputting type of call or email while updating contact information and taking accurate notes during your correspondence. Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management. Maintains professional and technical knowledge by visiting various industry-related website. Contributes to team effort by accomplishing related results as needed. Daily Communication with Management regarding sales efforts and deals status

Qualifications

At least 1+ years' experience in a consultative sales environment required. Excellent spoken and written communication skills with the ability to easily and quickly build trust and rapport with customers. Demonstrate a high level of integrity and customer focus. We always do what's right for the customer! Refusal to allow rejection on one sales call affect the outcome of the next. Perseverance and resilience are key! Must be self-motivated and able to work with limited supervision while maintaining sales, attendance, and performance expectations. Constant demonstration of Ken Mercado Studio's core values – be extraordinary, live passionately, own outcomes, work fearlessly, and join forces. Ability to multi-task and navigate the internet quickly and efficiently. High school diploma or equivalent education

Hiring organization

KMS Website Design & Internet Marketing

Employment Type

Sales Representative

Beginning of employment

1/20/2019

Industry

Web Development

Job Location

250 Canal Street, 01840, Lawrence, Massachusetts, USA

Base Salary

\$ 13,000 - \$ 40,000

Date posted

01/20/2020

Valid through

January 20, 2021