Independent Sales Representative - Job Description

Five Sparrows, LLC, a successful web site and online marketing firm in based in Hartland, Michigan, is looking for an experienced, highly talented, and enthusiastic independent sales representative to join our team. We are looking for a technically based sales professional who loves a challenge and possesses the passion, tenacity, drive, and confidence to help us further increase market share and continue our current growth and success in the small business market.

This is an independent sales representative position where you will generate new accounts and service existing accounts by selling a variety of web site services, integrated social networking services, and other internet-based marketing services. Compensation is a combination of base plus commissions, within your own specific territory in southern Michigan.

The successful candidate should be capable of working independently with little supervision, and able to consistently meet deadlines and sales quotas.

Excellent written and oral communication skills are a must, and proficiency in using MSWord and Excel is required. Technical, engineering, or internet professional sales experience is preferred.

Responsibilities Include:

- Meeting or exceeding monthly, quarterly, and annual sales goals
- Prospecting from various Chamber memberships, networking organizations, trade shows, and other company-provided opportunities to develop 5-7 new leads per week
- Contacting sales leads, setting appointments, quoting projects, and closing sales
- Assessing client needs (with management assistance) and tailoring custom solutions to fit those needs
- Managing client accounts to maintain existing business and to cultivate new opportunities with existing clients
- Identifying and supporting sales and marketing activities such as local networking events, trade shows, and seminars
- Providing outstanding customer service

Skills

- Bachelor's degree
- Minimum two years of sales experience with a track record of consistently meeting or exceeding goals and quotas
- Knowledge of computer terms and understanding of computer concepts is required; intermediate to advanced PC user preferred
- Skill in word processing, spreadsheet software applications, internet-based applications, and social networking sites
- Excellent written and verbal communications skills
- Excellent presentation skills and effective communications
- Must be highly organized and able to prioritize; meeting deadlines and effective follow-up is a must
- Self-motivated with the skill and discipline necessary to work with minimal supervision
- Ability to manage several projects at once
- Excellent presentation and negotiation skills in selling to business accounts

Company Description

Five Sparrows, LLC, is a web site and internet marketing firm based in Hartland, Michigan, offering a customized mix of cutting-edge internet marketing strategies and custom-designed, purpose-built web sites for small businesses and non-profit organizations. Our technical expertise and integrated approach to internet marketing give us a significant competitive edge in helping our clients achieve success in driving traffic to their web sites, converting leads into sales, and successfully promoting their businesses with online marketing initiatives.