**Sales Associate**

**Roles and Responsibilities:**

* Secure new customer accounts by soliciting talent and speakers to organizations for speaking engagements and appearances.
* Define and execute sales strategies and plans that will exceed quota and deliver net profit. This role is a quota attaining and results driven position. Expected high performance in the role will sustain the continued growth of SMG Speakers.
* You will join a dedicated team of sales professionals focused on goal achievement and building on the success of SMG Speakers. This key role include identifying and qualifying sales opportunities, building appropriate and winning proposals and providing Sales Leadership for your defined Territory.

**Responsibilities include:**

* Achieve revenue quotas in assigned accounts/territory
* Execute established sales processes
* Monitor and engage client accounts
* Report milestones, status, and other sales activities via result reports, such as daily call reports, weekly sales funnel plans, and monthly and annual territory analyses.
* Maintain open communication with staff to achieve closing 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.
* Customize presentation content based on research on client’s need and industry.
* Recommend strategy changes in products, service, and policy by evaluating sales results and competitive developments.
* Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
* Maintain historical database on demographic information and territorial customer sales  
    
  **Experience in one or more of the following areas:**  
  Sales account experience  
  Exceeding quota performance goals  
  Coordination or team leading with other sales professionals  
  Strategic sales  
  Sales plan development

**Required Experience**

* Direct results driven Sales; demonstrated achievement of exceeding quotas, exposure to diversity of business customers, and high or C+ level customer interface.
* Typically 3-5 years of experience

**Skills Include:**  
Account plans and long term sales funnel development  
Excellence with presenting speakers and talent | Resource management | Marketing   
Communication | Negotiation | Creativity | Market Research   
Consultative sales | Leadership | Integrity | Acuteness | Persistence  
Intellectually flexible  | Passion