

Phlume M E D I A

Job Title: Outside Sales Associate

Frequency: Part-Time (25-30 hrs/week)

Salary Range: Base + Commission

Location: Northern New Hampshire

Summary:

Organized, self-motivated, professional needed to engage local and regional businesses for video production and web production contracts. Commission and base salary provided with training and support.

Description:

Phlume Media is in search of an outside sales leader to foster and manage accounts in Northern NH. We are looking for a responsible and reliable individual to develop sales leads through their existing contacts. This role requires the individual to build and foster a network of referrals to create new opportunities for revenue growth. Coverage area is the greater Littleton, Lincoln and Lancaster regions.

Responsibilities:

- Meet new business production goals and objectives as established
- Develop ongoing networking relationships with various regional businesses
- Maintain a thorough understanding of the services Phlume Media provides
- Be outstanding at lead generation and retention through opportunity development
- Maintain client relationships with follow up visits, phone calls and emails
- Create personal database of potential leads and client relationships for extended growth
- Increase sales revenue through expanded service offerings and repeat business

Required Skills:

- Ability to work independently and self-sufficiently
- Confident, motivated and organized
- Solid communication and networking skills
- Friendly and outgoing personality
- Ability to work in a collaborative team environment
- Great presentation and public speaking skills
- History of sales or customer service experience