



Job Title:
Sales Representative

Reports To:
President/Owner

Start Date:
June 1, 2020

Job Overview:

Cultivation Network, Inc. is a full service marketing agency located in Murfreesboro, TN (Greater Nashville area). We sell B2B services such as Website Design, Development, Ongoing Maintenance and Hosting; Mobile Applications; Shopping Cart and Payment implementation for Websites and Apps; Graphic Design; Brand and Logo Design; Marketing items and Print materials; Social Media Setup/Branding & Campaigns; Search Engine Optimization; Digital Footprint Reporting and Strategies to improve Digital Footprint; Search Engine Marketing through Yelp, Google Ad Words, Facebook and other requested platforms; Branded Apparel; Event and Trade Show planning; and any marketing services our clients request. We encourage you to visit www.cultivationnetwork.com. We have a design and development team but need to add a sales team. We are a small but growing firm and need sales representatives to contribute to our further growth.

The ideal candidate will be professional, organized, self-motivated, and a self-starter who is driven by a robust commission structure and a desire to succeed. Sales Representative will be required to generate prospect lists, maintain a forecast of leads and deliver sales to meet monthly company goals. Candidate must be able to make sales calls in person, by phone and/or via Zoom meetings.

This is a full-time position with flexible hours as long as sales goals are met. Training is provided. This is a commission only sales position to start. After 90 days, the position will be re-evaluated for base plus commission depending on the performance of Sales Representative. Unfortunately, we are not able to offer medical benefits or insurance at this time; however, we will provide additional bonuses as able and warranted to reward performance.

Responsibilities and Duties

- Candidate must be able to visit, speak in front of and on the phone with prospects and customers.
- Candidate must be able to make confident presentations using Power Point and other marketing materials.
- Candidate must keep an ongoing prospect list and forecast of leads, presented each week to President.
- Candidate must be able to keep an organized calendar as well as schedule and attend meetings.
- Candidate will be expected to meet or exceed monthly and/or quarterly sales goals as outlined by the President.

- Candidate will be expected to represent the company in the best manner possible and be professional at all meetings, events and sponsorship opportunities.

Qualifications

- Candidate should be High School graduate and have at minimum: an Associate Degree, two or more years of college or university, or at least five years of experience in sales.
- Must be at least 21 years of age, have a valid driver's license, eligible to work in the United States and have reliable transportation to use for sales calls and customer visits.
- Experience in outside sales, inside sales and/or customer service for at least 2 years.
- General knowledge of websites, mobile applications, marketing services, search engine optimization, internet advertising and must be comfortable with daily computer use.
- Proficient in Microsoft Office, Word, Power Point and Excel; Email; and generally, Adobe products.
- Able to write professional communications via email or letter to customers.
- Able to follow-up on and pursue leads in a timely manner.
- Able to occasionally lift boxes containing promotional or trade show items.
- Able to attend events occasionally for and/or with the President.
- Characteristics that are a must for this position include: outgoing, trustworthy, reliable, hard-working, goal driven and professional.

Note: There is a 90 day probation period after first date of employment, after which time, compensation to include base pay and job responsibilities may be re-evaluated. Further, a non-compete agreement may need to be signed at such time for a period of at least 1 year.

Cultivation Network is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.

Resumes and a letter describing why candidate would succeed at this position should be submitted to jcole@cultivationnetwork.com. Please provide at least 3 references with current phone numbers.

