



## Job Description

**Position: Independent Sales Representative**

**Company: Plus One Impact, LLC**

We are looking for a highly productive **Sales Representative** to help us sell the heck out of the most engaging promotional products, that we pair with our unique lead generation and lead nurturing campaigns to generate more sales for brands and greater earnings for you

By joining our team you will help clients create 'brand love' and help them win going beyond promotional products sales with a brilliant team of marketers having your back. At Plus One Impact you will enjoy the following responsibilities:

- Representing the Plus One Impact organization, marketing promotional products, incentive programs, and ROI driven marketing tactics.
- Knowing our quickly evolving marketplace and customers inside and out so we're always positioned to be helpful and win
- Implementing effective sales processes to deliver the most memorable and effective campaigns.
- Nurturing leads and taking care of ongoing clients requests with utmost attention to detail.

## SO WHAT ARE WE LOOKING FOR IN YOU?

**Strategic Selling Skills.** We need a forward thinking seller who understands how organizations plan marketing initiatives, make decisions, and do the math prior to purchase. You must be experienced with a multi-touch approach, and skilled in the art of getting to the right decision makers to make the sale go forward.

**Ability to Create An Amazing Contact List** of Marketing professionals who specify branded merchandise and marketing services.

**Skills to Keep Clients.** With great listening skills, as well as humility we would like you to work towards 100% client retention. We get that people want to do business with people they like. Develop and foster high levels of customer service to ensure smooth operations and happy customers.

**The Smarts to Monetize On Your Brilliance.** Identify new products and innovative marketing ideas in the marketplace. Develop creative ideas for clients' external marketing projects and internal employee incentive projects.

**Innate curiosity about business and the habit of acting on it.** You'll have to be able to quickly understand prospects' marketing objectives and how our solution will be the most Relevant, Original and Impactful.

**A phenomenal sense of humor.** Yes, it will make you more effective, but it also makes for a more pleasant way for the rest of us to pass the time.

#### **AND WHAT KINDS OF EXPERIENCE SHOULD YOU HAVE?**

- **3+ years sales experience in the promotional merchandise and/or marketing industry**
- **Proficient with CRM systems**
- **Experience working with marketing professionals to help them achieve their goals**

#### **AND HOW DO YOU APPLY?**

We look forward to hearing about you and what you do. Make sure your application includes:

- A **cover letter** that highlights **three reasons** you think you'd be great for the gig, focusing on how your past experience has prepared you for this kind of position. **We love a cover letter that really shows us your personality. Just be yourself.** We're mostly interested in learning who you are, what you love to do, and why you'd love to do it here with us.
- Your **resume**
- Reach out to us at [marinab@plusoneimpact.com](mailto:marinab@plusoneimpact.com)