

Givenly.com
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Build Loyalty | Grow Sales | Save Time



This is a 1099 (Commission only) position with the potential for a draw or full-time role after a short probationary period.

SUPERSTARS WILL BE OFFERED A FULL TIME POSITION BASED ON PERFORMANCE! On Target Earnings are \$80,000 to \$150,000 per year, with a significant boost in earnings during the holidays. Average deal size is \$30,000 up to six figures!

This is an annuity based role. The accounts you win this year will repeat, or even grow, the following year! Keep selling and keep stacking!

This is a B2B sales role, so PROFESSIONALS ONLY.

Job Description

Independent Enterprise Gifting and Promotional Product Consultant - Leads Provided!!!!

WHO WE ARE: Givenly.com helps professionals and enterprises build better relationships – one gift at a time. We leverage proprietary technology to help enterprises streamline, automate, centralize, and track their gifting and incentive programs. We can source tens of thousands of products to offer across various types of loyalty or incentives services such as customer loyalty, employee recognition, corporate stores, kitting solutions, and fully automated programs linked to the customer CRM.

ABOUT THE ROLE: Collaborating with the Head of Sales and other Givenly.com staff, you will engage in prospecting and sales activities focused on mid and large-sized companies. As an independent sales representative, you will benefit from a highly flexible work schedule. However, you will find that continuous support from the Givenly.com team is always available.

RESPONSIBILITIES INCLUDE:

- Establishing new customer accounts and growing existing ones (both locally and nationally)
- Understanding the technical and marketing aspects of the Givenly.com platform as well as performing demos of the platform and assisting in the preparation of sales proposals.
- Maintaining sales and technical knowledge by attending Givenly.com's bi-monthly sales calls
- Attending networking and trade association events, utilizing a natural network of contacts, and taking advantage of marketing tools or tactics to generate qualified enterprise opportunities. Working directly with the Head of Sales to drive the sales process from contact to closing and assisting in the onboarding of new customer accounts
- Utilizing CRM and company-sponsored tools for all sales-related efforts.

THE IDEAL APPLICANT HAS:

- At least 5 years of SaaS sales experience into mid to large-size enterprise accounts
- Existing network of Human Resource/Chief Marketing Officer contacts highly preferred
- Experience selling into the following industries preferred: Professional Services, Finance, Insurance, Mortgage, Real Estate Brokerage, Manufacturing, or Hospitality/Casino
- Experience working in the gifting industry OR Promotional Products Industry is a HUGE plus!
- Strong oral, written, and presentation skills
- Proven ability to work with company management
- Resides in the Chicagoland area (preferably in Chicago) with ability to travel as required.

JOB POSITION:

- 1099 independent contractor → Full-time if targets met
- Compensation is commission only
- Remote working arrangement
- Job Type: Commission