

Consultative Sales **Representative**

Location: Denver CO – Downtown or Chicago, IL - Downtown

Responsible for the development of new business accounts for which increased revenues/profits will be realized, while upholding the mission and values of the agency. A high degree of energy, commitment, initiative, and enthusiasm is required along with a thirst for knowledge in the marketing arena. The ability to organize, prioritize, and meet goals is essential.

A successful candidate will also be an entrepreneurial, self-motivated, ambitious individual who is driven to succeed.

Essential Duties and Responsibilities:

- Coordinates with senior management to define goals for new business development.
- Analyzes and monitors business landscape to capitalize on market/new business opportunities.
- Initiates and manages effective relationships with developed leads on a continuous basis.
- Manages multiple new business prospect engagements.
- Works collaboratively with management on RFP's, meetings, presentations, etc.
- Adjusts new business strategies to meet changing market and competitive conditions.
- Develops and maintains prospect database.
- Generates leads through sales activities including, but not limited to cold calling and networking.
- Prepares new business activity reports for senior management.
- Self-starter and highly motivated even under limited supervision. Proactive and highly organized, with strong time management and planning skills.

Qualifications:

- Business-to-business cold-calling sales experience.
- Credible, confident, and articulate, with good communication and presentation skills.
- Innovative and creative, with a concise, precise, and effective approach to problem solving.

Compensation:

- Base salary range \$38,000 to \$48,000 plus uncapped commission and residuals
- Expected first year earnings: \$60,000 to \$70,000
- Expected second year earnings: \$90,000 to \$100,000
- Paid time off
- Eligible for health insurance after 90 days
- Retirement account with matching beginning of next calendar year

Send Resume and cover-letter to:

Real FiG Advertising and Marketing

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