

## **SALES REPRESENTATIVE**

LOS ANGELES, CA

SALES

We're looking for self-motivated, quick-witted sales professionals that want to make money while selling something that truly helps the brick and mortar businesses survive and thrive in a quickly evolving world.

### **About The Job**

You will sell mobile marketing solutions via the Web, telephone and community to independent & franchised businesses throughout the US. We'll provide you with the right tools and on-going training for excellent growth and expansion.

### **About EyeSocial Apps**

Eyesocial Apps (ESA) is a fast-growing mobile marketing company on a mission to give local businesses a dominating competitive edge in mobile technology. Nationwide, we make it easy for customers to order, purchase and schedule appointments with their favorite retailer, trainer, restaurant, florist, golf course, realtor, and more directly from their mobile device with branded iPhone and Android apps. Based in Southern California, EyeSocial Apps is dedicated to helping small - medium businesses grow their client base, to-go orders, reservations, and mobile businesses, with strengthen customer relationships, and compete with national chains using leading technology.

### **YOUR MAIN RESPONSIBILITIES**

- Execute a buyer-centric sales process. This is about solving real problems, not just pitching.
- Become a world-class social seller and subject matter expert within the mobile optimization marketing space.
- Meet and exceed a fair quota for new accounts.
- Prospect for potential businesses through Internet research, social media, and cold calling.
- Connect with business owners online, email, and on the phone. They rarely answer the phone so you'll need to be creative to cut through the noise.
- Demo ESA as a solution to a business owner's problems and negotiate mobile plan agreements.
- Assist business owners during the set up process while transitioning the relationships to an ESA Account Manager.
- Resolve customer inquiries and complaints
- Set follow-up appointments to keep customers aware of latest developments

### **SKILLS & QUALIFICATIONS FOR SUCCESS:**

- You're an even tempered, polished, and professional communicator.
- You have a heart of humility, excellence and strength.
- You are an experienced, hungry sales professional with a proven track record of winning deals over the phone as well as in person.
- You enjoy the entire sales process (prospecting, qualifying, positioning, closing, and supporting client on-boarding).
- You work smart AND hard. You build lasting relationships that enable you to build your clientele skillfully where referrals are the norm.
- You love technology. You use sales tools and tech in your everyday sales process.

- You possess the power of deduction. You can identify clients' needs and develop creative and effective sales strategies to get them onboard.
- You practice as hard as you play.
- You're coachable and you're willing to put in the time to understand how your buyer makes decisions and purposefully know the needs and desires of their customers.
- You can think on your feet. If someone catches you off guard, you can recover without skipping a beat or spilling your coffee
- You have a contagiously positive attitude. You're assertive, persuasive, and persistent but still an amazing listener.
- You're genuinely curious about people, local businesses, and new business trends.
- You have an insatiable appetite for winning deals.
- A preferred industry-specific category is a BIG plus.
- Previous experience in sales, customer service, or other related fields
- Ability to build rapport with clients
- Strong negotiation skills
- Deadline and detail-oriented

### **JOINING THE ESA TEAM**

- Generous commission. Top performers will make a lot of money.
- Paid every Friday for all confirmed sales received by Wednesday at 3:00pm
- Ongoing training and growth opportunities. This is a great time to join because we're growing and we want to promote from within.
- We want you to love working here, so much that you recruit your friends.
- We are unified in our efforts as a team. Everyone is treated fairly.