

### **Are you a self-starter eager to develop and manage a sales pipeline?**

#### **Compensation**

- Base pay + commission & quarterly bonuses
- Paid training and access to advanced marketing tools & applications
- This is a 1099 contractor position

#### **Position Description**

We're looking for an energetic, motivated outside sales and account representative for our fast-growing digital marketing agency! Base pay + commissions + bonuses + opportunity to develop and lead a sales team.

LocalFresh is a full service digital marketing agency specializing in helping small and medium-sized businesses get found online, generate sales, and achieve their business goals. Our team has been entirely remote since our inception in 2014, so the curveball that was 2020 didn't throw us off our game one bit. While we love working remotely, we do get together in person (conditions permitting) to brainstorm, strategize and eat great food.

If you're the right fit, you are passionate about building positive client relationships through a transparent, consultative approach that positions LocalFresh as a trusted advisor. You will also be able to demonstrate a persuasive and polished demeanor, and (obviously) have the initiative to take a prospect from cold call to onboarding. You will earn big bonus points if you already have some knowledge of and interest in the services and technologies you will be selling, including marketing, website design, SEO, PPC, social media, etc.

#### **Responsibilities**

- Engage prospects in smart, consultative dialogue
- Identify key decision-makers and influencers
- Build and close a pipeline of business by proactively identifying and initiating relationships through email, social selling, phone, online meetings, and in-person meetings (when advisable)
- Provide input to our creative team on developing demand gen campaigns that draw the right new prospects for LocalFresh (and then, go after those leads)
- Collaborate with LocalFresh account and project managers to ensure smooth pass off at onboarding
- Develop and work with strategic partners to generate relationships and referrals

## **Requirements / Qualifications**

- College degree
- 2+ years outbound sales experience, with an emphasis in building a pipeline through prospecting and cold calling
- Possess a working computer (laptop preferred), smartphone and a consistent, reliable internet connection
- Familiarity with tracking leads in CRM platform
- A good sense of humor, ability to pivot, and insatiable desire to learn new skills

Please submit cover letter and resume to [sales@localfresh.com](mailto:sales@localfresh.com)

***No phone calls please.***