

## Sales Representative

If you love chatting with people on the phone to build relationships that sell, want a flexible schedule, believe in video and digital marketing, and you want to be a part of a small, international company with a big future, then this might be the perfect fit for you.

You will be working with a small entrepreneurial San Diego-based company making a difference in the lives of business owners in the financial services industry by working virtually with an international team, from your own home office.

You need to be highly skilled at building rapport and relationships to communicate the benefits of video and digital marketing using our cool systems and sales tools. You also need to be self-motivated and driven to make sales.

This is a sales only position, meaning all back office and account management activities will be managed by other members of the team.

You will be closing leads that come in from our marketing activities as well as discovering new sales opportunities for our turnkey video services.

This is a rare opportunity for the sales person who likes to communicate with people on the phone and make a substantial income in a new, proven product category. Video marketing is a tremendous opportunity and a hot trend for financial advisors and it's our job to help them take advantage of this new technology.

## About You

You love helping people and engaging in persuasive communication to help them take the next step toward their own success. You love talking on the phone and you love the challenge of moving people toward becoming a client. This is a very significant position in our company, so you must be very good at selling, as well as be extremely reliable.

It helps if you have an interest in finance, since most of our clients are in the financial services industries.

You do NOT thrive on being micromanaged and love to be given the freedom to

excel in your job with real responsibility. Being your own boss and helping a small, growing organization is a dream come true for you.

You are open, direct, and straightforward. You believe that honesty, awareness, and ownership are the direct routes to problem solving.

You love being given a responsibility and then running with it, and you love to close sales. You own your job as if it was your own company.

## About This Role

You will be the first human contact our prospective clients have with our company, so the first impression you make is so key.

You will be closing leads that come in from our marketing activities as well as discovering new sales opportunities for our turnkey video services. You'll be engaging in relational selling, which is the kind of selling that works best for our niche of financial advisors. What this means is that you'll help with appointment setting as well as closing sales on your own on the phone. We'll provide you with sales training and resources to help you succeed. This position pays \$12/hour with an aggressive commission structure. Your commission could range from 10-20% for these high ticket sales (our main product sells for almost \$6,000), depending on volume and your involvement in each sale.

You'll be able to earn commissions on all recurring, residual income with no caps on commissions. What that means for you is that you can build a base and keep building on it to continue to be paid on sales you made in the past. You will continue to be paid for as long as each sale you make remains our client.

If you are not interested in making a 6-figure income in the next year, then do not apply for this position.

## About Your Daily Tasks

- You will be following up by phone with prospects to set appointments.
- You'll be entrusted with sales calls to close warm leads.
- You'll also discover new sales opportunities.
- We'll train you with our sales systems and tools to ensure your success.
- You'll track prospects and continue to follow up as necessary to close sales.
- You'll be using our sophisticated software to manage your tasks and follow up. This will ensure communication among our team and help you stay organized.

## Your Required Skills

- Self-starter -- ready to take responsibility and pursue every opportunity 100%. You need to be an "A Player" who treats this job as if it was your own company. We want you to lead.
- Ethical, pleasant, and genuinely loves people.
- Able to learn new software quickly and has an appreciation of new technology. We'll provide training on our system.

- Accustomed to using CRM systems.
- Utmost commitment to meet deadlines and feels tremendous ownership over your job.
- Appealing personality who likes to get a lot done and also likes talking on the phone.
- A pleasant speaking voice
- Enthusiastic, reliable and self-sufficient.
- Even-tempered / no 'attitude' / willing to help beyond a job description and do whatever it takes.
- Able to write clearly and quickly.

## The Details

### Position Purpose:

To help our company close more sales so we can impact more financial advisors' lives...all while increasing revenue and profit.

### You Report To:

Founder of company

### Your Technology:

Reliable, clear phone service required. A high quality phone (landline preferred, VOIP ok) and your own FAST computer (ideally NOT a Mac), reliable high-speed Internet access, and a mobile telephone with texting.

### Your Commitment:

This is a 10-20/hr week contract position that can scale to more hours as our business grows.

### Work location:

Your home or office most of the time.

This job offers great flexibility.

We will perform a complete background check and will call all references you provide.

Please respond to [jobs@facientmachine.com](mailto:jobs@facientmachine.com).

Use this subject line:

Sales Position for Growing Company mm/dd/yyyy

(put the date you apply)

Include any related experience and results you have.

Please include a 1-page cover letter as to why you think you would be a good fit, and also a separate copy of your resume, both in PDF format.

Thank you for your time.