

ABOUT SNP

Founded in 1992, SNP is a leadership communications company. Our mission is to make our customer's message clear and memorable. We accomplish this through *content* support, communications *coaching*, and *creative* development. We recognize that no two customers are the same and our approach can't be either. This means that SNPers are adaptable and creative, and must thrive in our fast-paced, collaborative work environment.

As a Sales Representative, you are solely responsible for driving revenue through selling our services. This includes searching for and generating new opportunities, while growing existing customer accounts. We're looking for a hunter that's an enthusiastic go-getter.

YOU'RE RESPONSIBLE FOR:

- Cold calling business to business (B2B)
- Generating proposals and presenting it to prospective customers
- Working with Account, Creative, and Operations teams, to ensure clear communication and seamless delivery of services to customers
- Networking: social, 1:1, conferences, and events
- Consistent follow up with prospective customers
- Documenting detailed and accurate customer information within a CRM
- Maintaining a healthy pipeline of new business leads

WE'D LIKE YOU TO HAVE:

- Bachelor's Degree (preferred)
- 5 years of outside sales experience
- Results-oriented with strong business and sales acumen
- Must enjoy working in a high-performance, fast-paced culture
- Must be confident, persuasive, energetic, competitive and consultative in sales approach
- Strong time management skills
- Excellent written and oral communication skills
- A valid driver's license

WHILE BEING:

- Fun, with a good sense of humor
- 100% accountable to your colleagues, customers, and work
- A people-person with strong presence and confidence who customers and colleagues love to be around

- A smart, nice, person (and you should understand why)
- Confident enough to ask questions and bring ideas forward
- A team player who is comfortable working in a highly autonomous, fast paced environment with a flat management structure

This position is a full-time, commission-based role with a \$45,000 base salary and competitive benefits. If you think your skills and experience match what we're looking for, please submit your resume and the link to your LinkedIn profile to careers@snpnet.com.