

JOYNT PRODUCTION NETWORK

“ JPN “

COMMISSIONED SALES-ADVERTISING REPRESENTATIVES

Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Straight commission (Independent Contractor)

You only earn money when you complete a sale. No sale equals no income. We do not provide a base salary, therefore you set your own hours, and JPN will issue you a form 1099 for you to file and pay your own taxes.

Responsibilities for commission sales

JPN is looking to employ advertising sales representatives to convince potential clients to purchase advertising space and ensure that existing clients remain satisfied with our advertising products and services

- ◇ The advertising sales representative's responsibilities include identifying clients' needs,
- ◇ researching competitors' advertising services, products, and prices, responding to potential clients' inquiries
- ◇ sell advertising space or air time
- ◇ ensure that sales quotas are met.
- ◇ Building and sustaining long-lasting relationships with existing and potential clients.
- ◇ Setting up meetings with potential clients to present advertising proposals and address their concerns.
- ◇ Assisting the marketing team in the preparation of media kits and promotional plans.
- ◇ Attending sales meetings and training workshops as required.
- ◇ Persuading clients to purchase company advertising products and services by communicating the benefits of various types of advertising.

Advertising Sales Representative Requirements:

- ◇ Previous outside sales or business to business (B2B) selling experience
- ◇ Experience working as an advertising sales representative preferred but not mandatory
- ◇ A minimum of 1 year of previous work experience
- ◇ Able to act proactively be a creative thinker
- ◇ Responsive and empathetic to customer needs and requirements
- ◇ Ability to handle long periods of computer usage
- ◇ Self-motivated and able to work proactively in a fast-paced environment
- ◇ Ability to follow orders as prescribed by Director
- ◇ Able to work individually and as a team member
- ◇ Excellent organizational and analytical skills.
- ◇ Strong negotiation and consultative sales skills.
- ◇ Effective communication skills.
- ◇ Exceptional customer service skills

Benefits

Be a member of a dynamic membership * Make your own hours * Create your own salary