
Business Development Position Available

New Fire Social Media

1st Job Location: Atlanta, GA

2nd Job Location: Augusta, GA

Job Type: Full-time

Job Summary:

New Fire Social Media is seeking a highly skilled Sales Representative with drive and determination to help us grow our social media client base. Reporting directly to the Sales and Client Service Director, this individual should have a proven track record generating sales by increasing the profitability and effectiveness of lead generation and penetration. Job duties include prospecting, qualifying and closing sales. The position will include defining client needs through product knowledge and positioning, and working with our Client Services Department in the designing of solutions. Candidates must be energetic and focused with a strong motivation to sell and intense desire to succeed.

Job Duties:

- Identify, develop, and maintain account opportunities through cold leads, internet research and other lead generation activities.
- Create, maintain and enhance client relationships via social media tools, phone, email, web based presentations and client visits
- Must be knowledgeable of the Social Media Industry and is comfortable educating others on the concepts behind various social media tools (Web Development, Social Networking Sites, Mobile Messaging and Marketing, Listening Platforms, etc..)
- Ability to research and understand the business process and objectives of potential clients in order to recommend a solution
- Report to the Sales and Client Service Director, providing updates on all account activity, including status and call reports on a weekly basis.
- Must Submit quarterly plan on how you plan to achieve lead qualification and pipeline objectives.
- Ability to work in an entrepreneurial early stage company environment.

Qualifications:

- Ability to sell solutions, not just products
- Strong ability to leverage / build relationships
- Effective teamwork skills
- Excellent ability to leverage web tools to research companies for background
- Strong presentation skills

- Excellent written and verbal communication skills
- Attention to detail in proposals
- Strong analytical skills
- Ability to learn quickly and adapt to changing requirements

Compensation Policy and Procedures:

- Paid based upon a percentage of the gross sales of service(s) sold
- There is no cap on your earnings potential

Apply by email: If you are interested in applying for this position, please forward your resume and cover letter by email to sradamson@newfiresocialmedia.com

For additional profile information on New Fire Social Media please visit our website: <http://www.newfiresocialmedia.com>