



Independent Sales Representative - Job Description

Five Sparrows, LLC, a successful website and online marketing firm in based in Hartland, Michigan, is looking for experienced, highly talented, and enthusiastic independent sales representatives to join our team.

We are looking for recent college graduates who are tech-savvy and capable of working independently with little supervision, with the ability to learn new technologies quickly. Compensation is a combination of monthly bonuses plus commissions within your own specific territory in southeastern Michigan.

This is an independent sales representative position where you will generate new client accounts and provide services to existing clients by selling a variety of services including websites, search engine optimization (SEO) services, social marketing services, mobile web solutions, and other internet-based marketing strategies.

Proficiency with MSWord and Excel are a must. Experience with social networking sites (Facebook, LinkedIn, Twitter, Skype, etc.) and other web-based technologies is also required.

As a Five Sparrows Sales Representative, you will:

- Work with the latest online marketing techniques, trends, and strategies
- Learn valuable consulting skills to help clients successfully market their businesses online
- Make important business connections and take advantage of multiple networking opportunities
- Gain experience with Customer Relationship Management (CRM) software for managing clients, leads, and opportunities
- Acquire valuable experience in project management, working with both short-term and long-term client projects
- Gain significant sales experience and knowledge
- Receive extensive training and education on today's top web and online marketing strategies, and understand the technology behind them
- Learn about search engine optimization and why it matters to businesses of all sizes
- Gain knowledge of the website development process and understand the distinct advantage that custom-built sites provide to clients
- Learn how businesses can use Social Networking and Mobile Web technology in their marketing mix to extend their reach and drive new sales



Responsibilities Include:

- Prospecting from various Chamber memberships, networking organizations, trade shows, and other company-provided opportunities to develop new leads each week
- Contacting sales leads, setting appointments, quoting projects, and closing sales
- Assessing client needs and tailoring custom solutions to fit those needs
- Managing client accounts to maintain existing business and to cultivate new opportunities with existing clients
- Identifying and supporting sales and marketing activities such as local networking events, trade shows, and seminars
- Providing outstanding customer service

Required Skills:

- Bachelor's degree IS REQUIRED
- Computer and internet skills including MS Word, Excel, internet-based applications, and social networking websites
- Excellent written and verbal communications skills
- Must be highly organized and able to prioritize and meet deadlines
- Self-motivated with the skill and discipline necessary to work with minimal supervision
- Ability to manage several projects at once
- Excellent presentation and negotiation skills in selling to business accounts



Company Description

Five Sparrows, LLC, is a website and internet marketing firm based in Hartland, Michigan, offering a customized mix of cutting-edge internet marketing strategies and custom-designed, purpose-built websites for small businesses and non-profit organizations. Our technical expertise and integrated approach to internet marketing give us a significant competitive edge in helping our clients achieve success in driving traffic to their websites, converting leads into sales, and successfully promoting their businesses with online marketing initiatives.

To apply for this position, please fill out the online application at:

www.fivesparrows.com/online_job_app.htm