

Salesperson

(Full-time position)



Scope of Work and Responsibilities

WSI Smart Marketing consists of a high-energy team of digital marketers who are currently looking to add to our sales team. We are seeking a full-time salesperson to assist in identifying prospects and building our portfolio of local and national clients. This position is made of up of mostly in-office work. However, regular events such as networking events, chamber events, special events, client or prospect meetings, and more can pull team members out of the office regularly.

Core Responsibilities:

- Represent WSI publicly and professionally both in our local community, Nationally, and Internationally
- Effectively utilize industry software and technology to gain strategic insights into prospects digital presence
- Networking with local business owners, decision makers, and leaders to further promote WSI's brand
- Meet quotas for KPIs related to job performance
- Build presentations focused on showcasing the strategic value of potential marketing campaigns
- Manage a small portfolio of current clients to stay involved in the solutions being sold.

Ideal Candidate:

- Holds a degree in Business, Marketing, or Communications
- Previous experience in sales or client retention
- Stellar communication and written skills
- Represent our brand in a professional manner
- Strong interpersonal skills
- Ability to meet deadlines effectively and multi-task between projects
- Strong organization skills and attention-to-detail
- Strong time management and follow-up skills

Our Mission:

WSI Smart Marketing exists to passionately partner with national and local businesses by leveraging the power of the Internet. We provide exemplary world-class service, transparent communication, and tangible performance of our digital marketing efforts to provide an empowering and safe environment for our team. We promote overall health, happiness, and growth throughout our organization.

Our Core Values:

- Transparency - By committing to being transparent with our performance, reporting, and communication, we are able to provide honest results, backed by data, that we can optimize and continually improve.
- Integrity – We are an established ethical company, placing honesty and fairness above profitability
- Success – We strive for excellence while contributing to the prosperity of our clients, employees and community
- Partnerships – We treat our partners as we would like to be treated, and we pursue win-win partnerships with like-minded companies
- Innovation – Our team stays on the cutting-edge of our industry
- Community Support – We contribute to trustworthy organizations that make a difference in the lives of disadvantaged people

What We Offer:

Benefits vary depending on part-time or full-time employment status.

- Fun and dynamic office environment
- Collaborative and supportive staff
- Competitive compensation
- Health and dental insurance
- Vacation
- Retirement
- Occasional Work travel
- Inside Sales Bonus Program

Work Site:

Usually, all work will be done in an in-office setting. Occasional off-site work, meetings, or trainings may be necessary.

This job description is not designed to cover or contain a comprehensive list of activities, duties or responsibilities that are required for this position. Duties, responsibilities and/or activities may change, or new ones may be assigned at any time with or without notice.

WSI is an Equal Opportunity Employer. We respect and seek to empower each individual and support the diverse cultures, perspectives, skills and experiences within our team.

Updated
5/2022