

Sales and Marketing Representative “Visual Consultant”

Job Description:

From our headquarters in Redlands, California, our sales, marketing, and animation teams work together to create cutting-edge 3D animations and illustrations for trial lawyers to use in court. We are currently seeking an energetic, motivated, sales-minded individual to join our team of Sales and Marketing Representatives – otherwise known as “Visual Consultants.” **This commission-based position is challenging, fast-paced, and highly rewarding!**

As a Visual Consultant, you would play a key role, not only in explaining to clients how our 3D animations and illustrations could help them achieve higher outcomes for their cases, but also in helping to strategize and design the most powerful visual demonstratives to use for their case’s specific needs. This is where your natural creativity and storytelling abilities will really come into play!

With both new and return clients, the Visual Consultants are instrumental in strengthening partnerships and developing ways to improve the customer experience and brand loyalty. **If you love to travel and have a knack for creativity, storytelling, direct marketing, and/or customer acquisition, then we want to hear from you!**

Duties and Responsibilities:

- Respond to inquiries from new and return clients.
- Educate new clients on the value of using 3D animations and visual demonstratives in court.
- Consult with clients on the nature of their cases, and the best visual strategies to help them achieve the highest outcome.
- Negotiate and close business deals that promote sustained revenue.
- Assist in developing new client relationships with the use of creative marketing – in person, over the phone and online.
- Attend trade shows and networking events around the country, and find new ways to create networking opportunities.
- Work with the sales, marketing, and management teams to come up with new ideas on how to improve business as industry leaders.
- Identify sales and services that would appeal to new clients.
- Participate in bonus challenges with the sales team and find creative ways to meet and exceed revenue goals.
- Lead creative meetings to relay your client’s vision to the project managers and animation team.

- Keep abreast of project development, review animation and illustration drafts, and assist in client relations.

Requirements:

- Bachelor's Degree in sales, marketing, or similar field desired
- 5+ years of previous experience in sales or a related occupation
- Knowledge of sales, business development, marketing strategies, and brand expansion.
- Ability to establish and maintain strong client relationships
- Proven track record in negotiating and closing business deals
- Exceptional interpersonal and communication skills
- Creative problem solver who thrives when presented with a challenge
- Experienced at compiling and following strict budgets.
- Comfortable in both a leadership and team-player role.
- Medical background or experience a plus!
- Valid driver's license with clean DMV record.
- Professional appearance.

Employee Benefits:

- Employee matching simple IRA program
- Six annual paid holidays
- Starting at one-week paid vacation
- Company co-sponsored medical, dental, and vision insurance
- Quarterly bonus programs

This position will be paid on an hourly basis with commission on every sale.

D.K. Global, Inc. is an Equal Opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, including sexual orientation and gender identity, national origin, disability, protected Veteran status, or any other characteristic protected by federal, state, or local law.

Schedule: 40+ hours per week