

VISUAL CONSULTANT/SALES REPRESENTATIVE

JOB DESCRIPTION:

We are a visual media services company seeking a sharp-minded, energetic, and highly motivated Visual Consultant/Sales Representative to build relationships with new customers and drive sales activity to meet individual and company revenue goals. The Visual Consultant's primary responsibilities will include handling incoming inquiries, proactive selling, initiating email and/or phone campaigns, and generating new leads. The Visual Consultant will need to be able to effectively understand and describe the company's line of services and production process, handle several types of prospect questions, and develop relationships.

RESPONSIBILITIES:

- Research prospective clients and strategize the best targeting techniques.
- Respond to prospect inquiries; qualify leads; provide quotes; and create contracts.
- Assist in building a new client base by consistently meeting or exceeding phone, email, and route quotas.
- Maintain positive business relationships to ensure future sales from return clients.
- Work with the Sales and Marketing Teams to strategize, develop, and execute sales initiatives and marketing campaigns.
- Provide clear and effective verbal and written communication with legal clients.
- Consult with legal clients on the most effective visual strategy to help win their case.
- Communicate the client's vision to the Sales Liaisons in order to come up with a clear, comprehensive, detailed scope of work for each proposed project.
- Present, promote and sell DK Global's services to existing and prospective clients, using solid arguments and clear communication of the cost and value of each project.
- Prepare for and attend trade shows, conferences and other events.
- Meet and exceed individual weekly, monthly, and quarterly revenue goals in conjunction with overall company sales goals.
- Lead creative kick-off meeting on projects to relay client's vision and scope of work to the Production Team.
- Keep abreast of project development and assist in client relations with the Production Team when necessary.
- Expedite the resolution of customer problems and complaints to maximize satisfaction.
- Proactively review project drafts for scope adherence, quality and correctness.
- Attend weekly sales department meetings.

REQUIREMENTS:

- 5+ years of exceptional sales experience
- Highly motivated and target driven with a proven track record in sales
- Excellent written and verbal communication skills
- 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 and overtime will be compensated accordingly.

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

Salary: \$30,000 base annual salary plus commission (Average yearly salary \$70k to \$90k)