

## **Visual Consultant – Remote Sales Representative (Southern United States)**

We are a visual media services company seeking a sharp minded, energetic, and highly motivated Visual Sales Consultant to build relationships with new customers and drive sales activity to meet individual and company revenue goals. Consultant is to work remotely in the southern United States to increase client acquisition. Primary responsibilities will include handling incoming inquiries, pro-active selling, initiating email/calling campaigns, and generating new leads. Visual Consultant will need to be able to effectively understand and describe Company's line of service and production process, handle several types of prospect questions, and develop relationships.

### **Job Responsibilities**

- Researching prospective clients and strategizing best targeting techniques
- Responding to prospect inquiries, qualifying leads, providing quotes and creating contracts
- Assist in building new client base by consistently meeting or exceeding phone, email, and/or social media communication as well as office visit quotas
- Work with the sales and marketing team to strategize, develop and execute sales initiatives and marketing campaigns
- Prepare for and attend trade shows 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 production team
- Keep abreast of project development and assist in client relations with production team when necessary
- Maintain continued contact with California office and remotely attend weekly sales department meetings.

### **Education/Experience Requirements:**

- 5+ years of exceptional inside/outside sales experience
- Excellent written and verbal communication skills
- Valid driver's license with clean DMV record
- Professional appearance

DK Global, Inc. is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, pregnancy, age, national origin, disability, sexual orientation, marital status, genetic information, protected veteran status, or other factors protected by law.

DK offers medical, dental, and vision insurance (employer co-sponsored), one week vacation, five paid holidays per year and sick time pay.

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

Travel: Occasionally (Clean DMV)

Schedule: 40+ hours per week

Job Type: Full-time