



INDY MAVEN SALES REPRESENTATIVE JOB DESCRIPTION

Role: Part-time Sales Representative

Location: Remote but must be based in the Indianapolis Area.

Description: Looking for a side hustle? Or perhaps you'd like to supplement your current income or you're looking for something to transition you back into the workforce. Indy Maven is looking for a part-time sales rep. with a big personality that understands the local market and is passionate about uplifting women in our community.

Requirements:

- Proven work experience as a Sales Representative; selling B2B products, goods or services
- Familiarity with CRM practices along with the ability to build productive business professional relationships
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, communication, and negotiation skills
- Prioritizing, time management, and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback

Responsibilities:

- Actively seek out and engage new prospects and sell in Indy Maven products to new customers
- Manage pipelines using Hubspot and facilitate the contract process partnering with our accounting team for payments
- Oversee account management and customer satisfaction through partnering with Indy Maven teams i.e. marketing, editorial, web, for product execution
- Perform cost-benefit and needs analysis of existing customers to meet their expectations and enhance partnerships
- Analyze the territory/market's potential, track sales, and furnish updates/reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Achieve agreed-upon sales targets and outcomes within schedule
- Continuously improve through feedback
- Collaborate with CEO to create sales marketing materials

Compensation:

Will be commission-based. Prior experience will be recognized.

Incentives:

A tiered scale will be determined with bonus incentives when quarterly goals are met. To be agreed upon by both parties upon finalization of sales program structure.

Contact: careers@indymaven.com