



# SALES EXECUTIVE JOB DESCRIPTION

---

OPERATIONS GUIDE



# SALES EXECUTIVE JOB DESCRIPTION

---

We're looking for an ambitious, innovative, and goal-oriented sales executive to join our team of curious and energetic professionals here at Successwise.

In this role, you'll start as our full-time sales executive for our coaching and certification programs. However, you'll soon have the opportunity to take the reins to build out enterprise sales and expand our joint partnerships with other top platforms, authors, and thought leaders.

First and foremost, you'll serve as a trusted advisor to prospective clients. Your goal is to understand and match clients' needs to our marketing consulting offerings so that they understand how we can help. You have a high level understanding of marketing strategy and can employ a consultative selling technique. You'll manage warm and hot inbound marketing leads and be proactive in generating new leads.

We're a small, dynamic, and highly collaborative team. You'll report directly to our CEO and join weekly sales strategy sessions with Allan Dib, bestselling author of *The 1-Page Marketing Plan*. You'll also join our marketing team meetings as our sales and marketing work in tandem.

We love our jobs here because there's tons of autonomy and endless growth opportunities. We work in an incubator where we get to test the best sales and marketing strategies internally to create strategies for our clients.

The ability to organize, plan, and autonomously structure your workload will be crucial to your success in this role. We neither have the time nor the inclination to micromanage you. You'll have a lot of freedom in this role but also a lot of responsibility.

About You:

Like every other member on our team, you're relentlessly curious when it comes to all things sales and marketing. You want to be a damn good salesperson, so you've read books, taken courses, practiced, and asked lots of questions. When something piques your interest, you research it and learn it.

If your friends and family were to describe you, they would first say, "a people person." They might also throw in the word "risk taker" or "competitive".



Whether tech is your jam or not, you're happy to geek out on how our funnels work. Even if following systems isn't your favorite thing, you understand that we need to track what we're doing so you'll keep a super tight, organized, updated sales CRM.

You'll want to dig in to learn the functionality of tools like ZoomInfo, Pipedrive, Ontraport and more. You're goal-oriented, a team player and like to have the autonomy to drive your own projects.

### **Responsibilities**

- Working daily with cold, warm and hot prospects in a mix of "hunting" and "farming"
- Implementing "conversational and consultative sales" process throughout
- Achieve agreed upon sales targets and outcomes within schedule
- Manage all incoming SQLs and MQLs
- Optimize current sales funnels in Pipedrive
- Work with the marketing team on messaging
- Develop sales plan for cold outreach to enterprise clients
- Track sales and status reports within Pipedrive

### **Stuff We Care About:**

- A history of success in past sales roles
- Experience in marketing techniques
- Being available for EST, CST, MST or PST time zones
- Highly energetic. We only hire people with "batteries included"
- Tenacity. If the front door is locked do you give up or do you try the side door? If the side door is locked, you climb in through the window..
- Boldness. You're comfortable sending video messages, being on Zoom video calls, and doing cold outreach.
- Honesty - with our team, with our clients, and our prospects. If you screwed up but owned it and learned a lesson = we cool. You screwed up and have excuses why = we have a problem.

### **Stuff We Don't Care About:**

- Your formal qualifications
- Where (or if) you went to college
- A polished CV

### **Perks:**

- This is a fully remote role. We don't mind where you live but you need to be available during North America business hours



- You'll work directly with our CEO, CMO, and Allan Dib

Your compensation will consist of a base salary and generous incentives.

***How to Apply:***

Send CV with the subject line "I'm your salesperson" to Tiffany at [tiffany@successwise.com](mailto:tiffany@successwise.com) along with a video explaining in under 3 minutes why you're our new salesperson and **Apply by July 6, 2022.**