



## Digital Ad Sales Consultant

### ROLE AND PURPOSE

The Digital Ad Sales Consultant, reporting to the VP Digital Ad Products, sells Brivity advertising and lead generation products to existing Brivity technology platform subscribers.

### DUTIES AND RESPONSIBILITIES

- Schedule a free 30-minute consultation call with new technology platform subscribers to discuss advertising options.
- Close clients on purchasing one or more of our advertising packages.
- Meet aggressive sales volume and profitability goals.
- Manage, organize, and update Brivity's database as a result of our lead generation efforts, events, as well as inbound and outbound sales efforts.
- Communicate regularly with company leadership about forecasts.
- Implement sales initiatives, strategies, and programs.
- Follow up with customers to ensure satisfaction, produce referrals and add-on sales opportunities.
- Perform all other Business Development selling duties as assigned.

### SKILLS & COMPETENCIES

- Proficient with computers, emails, smartphones, and the web.
- Excellent written and verbal communication skills.
- Highly organized with extreme attention to detail.
- Ability to work independently and handle shifting priorities.
- Highly motivated by growth and coaching culture.
- Entrepreneurial spirit and highly accountable.
- Operates with a sense of purpose, urgency, and ownership.
- Highly proficient level of professional skill and/or knowledge in sales.
- Stays current with thought leaders in sales strategy and tactics.
- Must work in the Bellingham office.

## QUALIFICATIONS

- 2-3 years of sales experience.
- Experience working in real estate-related businesses preferred but not required.
- 2-3 years of experience in digital advertising preferred but not required.
- Strong working knowledge of Google Apps and Microsoft Office applications. Hubspot or other CRM background a plus.

## POSITION TYPE AND EXPECTED HOURS OF WORK

This is a full-time position; Base salary and commission is based on a 55-hour work week.

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification document form upon hire. As a policy, the Ben Kinney Companies company does not sponsor employment visas.

Ben Kinney Companies Tech Division is an Equal Employment Opportunity employer. All qualified candidates will receive consideration for employment without regard to race, color, religion, sex, or national origin.