

SALES EXECUTIVE



Qualifications

- Bachelor's Degree
- 1-2 years sales-related experience preferred
- Experience with high-volume prospecting through email marketing and cold calling preferred
- Salesforce experience a big plus, but not required
- Confident, assertive self-starter who is extremely organized and goal driven
- Exceptional written and verbal communication skills, comfortable speaking with clients on the phone and in person
- Ability to work in a fast paced environment

Responsibilities

- Meeting quarterly sales goals with Regional Sales Manager
- Supporting Regional Sales Manager and self by:
 - Making appointments
 - Helping with client proposals
 - Setting sales meetings/calls with clients
 - Cold calling
 - Prospecting through email marketing
 - Attending local networking events
 - Traveling around your region to client meetings with Manager
 - Bringing in new ideas & collaborating with team to execute new sales strategies
 - Meeting quarterly individual sales goals

How We Support You

- We will train you to become a rock star explainer. It's that simple.
- After the sale, we have a team of experienced, top notch Project Managers that will insure our clients 100% satisfaction. They have been nurtured in our simpleshow Academy and are the envy of the industry. We are successful because our clients keep coming back; refer us to their colleagues, family and friends. Get us in the door and we help keep it open.
- We do marketing at industry conferences, digital media, PR and much more. We get our name out there, so you can reel them in.
- We like to have fun when we are working and this pays off for you, the client and your friends and family. As we see it, a happy you, is a productive employee.

www.simpleshow.com
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Simpleshow is the market leader in explainer videos. Everyday we help our customers such as **eBay, Adobe, Microsoft, BMW, McDonalds, Porsche, VW, J&J, BASE, SAP, Bayer and Audi** explain their product or idea through the production of simple and concise videos. Thanks to our sound methodology, insight into the target audience and use of lively storytelling, we help to make their explanation both highly appealing and engaging. We've produced thousands of videos, in over 50 languages around the world!

Here is a 1-minute video that briefly explains what we do:
www.simpleshow.com

Simpleshow is a fantastic place to work with a team that is creative, smart and fun to work with. We would love to hear from you and speak about becoming our newest team member in North and South America!

Position Locations

Full time positions available in New York/New Jersey Area, Miami, Los Angeles, Chicago, Cincinnati, and Atlanta. For the right candidate will consider other cities around US, Canada and Latin America.

Compensation

Based on experience. For full-time employees we offer a complete package of health insurance, 401K and a healthy dose of vacation time.

If this sounds like you, please apply: elizabeth.yanez@simpleshow.com



**THIS COULD BE YOU
APPLY NOW!**