

Independent Sales Representative

Description

Caddy Clipz, Inc., a successful online Retail and Wholesale Distributor based in Saint Augustine, Florida, is seeking highly talented, enthusiastic Independent Sales Representatives to join our team.

We are looking for experienced sales representatives who are tech-savvy and aggressive. This is an independent position where you will generate new customer accounts and provide to existing clients by selling a variety of golf accessory products including the Caddy Clipz Golf Accessory, Caddy Clipz Golf Accessory Apparel, Caddy Clipz Golf Accessory Novelty Items, the Snap-Hookz Golf Accessory Hanger, and the Tee-Square Swing Training Aid Tee using grassroots marketing techniques, social marketing, and other internet-based marketing strategies.

Compensation is a combination of Commission and Bonus with the possibility for full-time employment. Experience with social networking sites (Facebook, LinkedIn, Twitter, Skype, etc.) and other web-based technologies are required. As a Caddy Clipz, Inc. Independent Sales Representative, you will:

- Learn and live by our Vision, Values, and Pledge
- Learn everything about the Caddy Clipz products
- Learn the ins and outs of the Caddy Clipz website
- Create and follow a sales plan that outlines a strategic and tactical means for acquiring new business
- Set realistic sales goals based on the seasonal factors of the golfing industry to achieve during the year
- Work with the latest online marketing techniques, trends, and strategies to build a client base
- Contact a sufficient number of prospects each month to fill their calendar with potential prospect sales
- Ask the prospect questions that will reveal how the prospect might benefit from becoming a customer
- Use valuable consulting skills to help clients
- Be helpful and answer the prospect's questions honestly
- Review the sales process at the end of each month to make sure each of the components of the sales plan is working
- Make important business connections and take advantage of multiple networking opportunities
- Employ management tools to track and manage clients, leads, and opportunities
- Receive training and education on today's top online marketing strategies
- Learn how businesses can use Social Networking and Mobile Web technology in their marketing mix to extend their reach and drive new sales

Responsibilities Include:

- Prospecting from various company-provided Chamber memberships, networking organizations, trade shows, and other opportunities to develop new leads each week
- Contacting sales leads, setting appointments, quoting projects, and closing sales
- Assessing client golfing needs and tailoring custom solutions to fit those needs
- Managing client accounts to maintain existing business and to cultivate new opportunities with existing clients
- Identifying and supporting sales and marketing activities such as local networking events, trade shows, and seminars
- Providing outstanding customer service

Required Skills:

- Computer and internet skills including MS Word, Excel, internet-based applications, and social networking websites
- Excellent written and verbal communications skills
- Must be highly organized and able to prioritize and meet deadlines
- Self-motivated with the skill and discipline necessary to work with no supervision
- Ability to manage several projects at once
- Excellent presentation and negotiation skills in selling to business Accounts
- Educate prospective clients on our company's background and services, and the ways we can help meet the needs of our clients
- Follow-up on all leads and appointments
- Ensure all contracts and paperwork are filled out correctly and filed in a timely basis

Start today! For more information about this exciting opportunity, send your request to info@caddyclipz.com.