



Job Description

Simply Clear Marketing Inc is hiring for a Sales Executive to help grow our customer base in San Luis Obispo and Monterey Counties. The successful candidate will be focused on acquiring new clients for trade show marketing. In addition, the candidate will be responsible for maintaining and growing current clients. He/she must have a strong work ethic, a proven track record in achieving or exceeding goals, be motivated to learn new skills, and creative in developing strategies to identify and meet customer needs. This position will include direct sales of event booth spaces and sponsorships.

Skills

- 4 year college degree, preferably in the area of Business or Advertising & Marketing
- Energetic, self-motivated person who wants to work with a sales team to close new business
- A quick learner who is able to grasp key drivers of markets and industries for discussion with marketing, sales and industry professionals
- Able to use market research to identify prospects
- Excellent presentation, negotiation, and closing skills
- Excellent communication and leadership skills
- Highly organized
- Able to prioritize and multi-task across projects, accountable for tracking clients and sales
- Able to manage a high volume of clients
- Creative thinker that can uncover needs in an unstructured environment
- Excellent relationship building skills with business owners, customer service skills
- Strong work ethic
- Able to work independently
- Able to set and hit goals
- Must be proficient with Microsoft Excel, Outlook, and CRM software

Job Requirements / Responsibilities

Prospect for and develop new leads, meet with prospective clients, cultivate current clients, track activities and meet sales goals. Cold-calling in person and on the phone are essential to success in this role.

Salary

Compensation includes an initial base salary and commission that is competitive in the sales and marketing industry, health benefits, 8 paid personal / vacation days per year, expense / travel reimbursements, and a bonus plan that rewards top performers.

Company Overview

Simply Clear Marketing, Inc. (SCMI) is a Marketing and Events company that produces the San Luis Obispo Home Show, North County Home Garden & Gourmet Expo, Monterey County Home Show and the SLO County Health and Fitness Expo. The goal of SCMI tradeshow events is to connect local businesses with potential clients in their target market, and help them to leverage potential clients by providing strategic marketing solutions to target event attendees.