



WebSquad

Web & Graphic Design • Animation • Mobile Websites
Programming • Hosting • Online Marketing

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E-Sales Specialist (ESS1)

DESCRIPTIVE OVERVIEW

[Annual Earnings Range: \$20,000 - \$200,000]

The Web Squad is a dynamic and growing Website Development & Marketing company that specializes in expert level **Custom** Website Development & Marketing. Our world class design and programming team can handle the tallest of orders. No job is too large or too small at THE WEB SQUAD. Our custom software, graphic & web design powers police agencies, product & service companies, retail stores, marketing agencies, casinos, resorts and production companies worldwide. The Web Squad offers an array of custom website development services, from custom logo design all the way to backend custom website function and online marketing that work in concurrence with one another. The Web Squad is expanding nationally and opening specialty Web Squad stores across the United States. Be part of a growing company with lots of promotion potential in a stimulating and expanding market segment. Web Squad specializes in these services:

- Website Development HTML/XML
- Custom PHP Programming
- MySQL Databases
- E-Commerce Shopping Carts
- Custom Flash Animation
- Graphic Print Design
- Website Photo Galleries
- Mobile Websites
- Search Engine Optimization (SEO)
- Online Reputation Management
- Website Marketing
- Website Hosting

Ways Web Squad Makes Money:

- **Web Development Projects:** *(custom projects ranging from \$500-100k)*
- **HOURLY Work for Hire:** *(preset billing rates for types of work)*
- **Service Package Agreements:** *(pre-made service packages with contracts)*
- **Monthly Retained Services:** *(custom contracted services)*

The E-Sales Specialist (ESS) is the core Web Squad salesperson who is knowledgeable on all Web Squad services and capable of educating potential leads and converting them into long term contracted clients. The ESS is highly visible in the business community and is networked with businesses both locally and nationally. The ESS receives leads from Web Squad marketing and promotions and is responsible to create leads. The ESS understands all Web Squad service agreements and how to execute the agreements with clients. The ESS closes a contract term and the project is completed by the in-house Web Squad development team lead by our Project Manager. The ESS is compensated with a **recurring income commission structure**. The commission structure is paid monthly and supported by all clients contracted by the ESS. The monthly commissions build over time, creating a stable commissions base for the ESS.

Because of this unique ***recurring income commission structure***, The ESS earns over time and may surpass many comparable sales position incomes at competitive companies. Yearly average sales commissions may start as low as \$20,000 and climb in excess of \$200,000 in as short as 6-years, and the commission is a recurring.

We are looking for professional sales people to help growing company to sell websites to small businesses. Telephone calls and/or canvassing small businesses required. Please only experienced motivated sales people apply only. Commission only no salary, independent contractor position, 1099, and no benefits.

Main Job Tasks and Responsibilities

- Develop and maintain a customer database
- Generate and qualify leads
- Source and develop client referrals
- Prepare sales action plans and schedules
- Develop and maintain sales and promotional materials
- Make sales calls to new and existing clients
- Develop and make presentations of company products and services to current and potential clients
- Negotiate with clients
- Develop sales proposals
- Maintain sales activity records and reports
- Respond to sales inquiries and concerns by phone, electronically or in person
- Ensure customer service satisfaction and good client relationships
- Follow up on sales activity
- Monitor and report on sales activities and follow up for management
- Monitor competitors, market conditions and product development

Education and or Experience

- B.S. in one of these areas (CIS, Business, Marketing, Operations, Communications)

OR

- Knowledge and Experience with Microsoft Office 2007, Word & Excel.
- Knowledge and Experience with Email and practices of writing sales email letters
- Knowledge of customer service principles and basic business principles
- Experience in sales and in making presentations
- Proven ability to achieve sales targets

Key Competencies

- Planning and organizing
- Persuasiveness and adaptability
- Verbal and written communication
- Negotiation and resilience
- Stress tolerance
- Goal driven

Please email all resumes to jobs@thewebsquad.com. Your information will be received and reviewed. We may contact you at anytime and or keep your resume on file for future positions.