

## **Full Time Sales Associate**

Languages: Fluent in English

International Web Development (IWD) is a growing web development team that is currently seeking a sales associate.

### **Primary Responsibilities:**

- Present and sell company products and services to potential clients
- Prepare actions plans and schedules to identify specific targets and to project the number of contacts to be made.
- Follow up on new leads and referrals resulting from field activity.
- Identify sales prospects and contact these and other accounts as assigned.
- Prepare presentations
- Develop and maintain sales materials and current product knowledge.
- Identify and resolve potential client concerns
- Prepare status reports, including activity, closings, and follow-ups
- Participate in marketing events such as seminars and trade shows
- Other duties as assigned

### **Knowledge and Skill Requirements**

- Basic reading, writing, and arithmetic skills required.
- Basic knowledge of the online community
- Ability to develop and deliver presentations
- Strong interpersonal and communication skills
- Knowledge of advertising and sales promotion techniques
- Visibility requires maintaining a professional appearance and providing a positive company image to the public
- Work requires significant local travel to potential clients, hence must be in possession of a valid drivers license
- Work requires willingness to work a flexible schedule

**Compensation:** Commensurate with experience.