

## Commission Sales Associate



### **Job Summary:**

We're looking for an experienced commissioned sales professional for our company to find, interact with, promote, and generate leads for Inspired Scholar to pursue signing. We expect the successful candidate to increase curiosity and build clientele, inform our current and potential customers about our programs and features. You must be able to cultivate healthy relationships, build strong connections, and communicate with a broad audience.

### **Responsibilities and Duties:**

The successful candidate will work closely with management and others on the team with the following objectives:

- Identify prospective customers and students to increase the number of new accounts through lead generation.
- Reach out to (cold-call/cold email) potential customers identified through research.
- Answer questions about the service.
- Deliver agreed-upon sales goals and deliverables on time.
- Collaborate with management and colleagues to coordinate sales efforts.
- Assess the market's potential, conduct research, and keep track of sales.
- Respond to and interact with students, parents/guardians, and mentors (counselors/advisors).
- Answer ads and questions from social media.
- Assist in the creation of videos and other marketing activities.
- Maintain relationships with current and future potential accounts.
- Work with management to help resolve customer concerns or complaints.
- Other duties as required.

### **Job Skills and Qualifications:**

- A bachelor's degree in management or sales is preferred.
- Minimum 3 years of expertise in a similar role.
- Excellent Microsoft Office skills.
- Strong track record in sales, highly motivated and goal-oriented.
- Exceptional communication, selling, and negotiating skills.
- Prioritization, multitasking, and organizational abilities.

- Ability to build and present results specifically targeted to the audience's demands.
- Skills in client relations.
- Maintain contact lists and follow up with customers to continue relationships.
- Self-driven and independent but also works well in a team.
- Comfortable with a flexible work schedule

**Salary:**

This is a commission-based position.

Please apply with a resume and cover letter explaining why you would be a great fit for this position, along with salary expectations. We are hiring ASAP, but the posting will stay open until we find the right person. We appreciate your interest, but only those selected for an interview will be contacted.

**To Apply:** Email your CV and brief cover letter to [info@theinspiredscholar.com](mailto:info@theinspiredscholar.com).

**Inspired Scholar, Inc.**

[www.theinspiredscholar.com](http://www.theinspiredscholar.com)