



SEO Sales Representative – Digital Marketing

SocialSEO – Phoenix, AZ

Job Type: Full-time

Our Digital Marketing firm is looking for an experienced SEO sales representative for B2B Sales. This position would prospect and sell Internet Marketing Services (SEO, Social Media and PPC) , to other businesses via OUTBOUND prospecting and calling efforts. We are looking for APEX Predators... those not afraid to dial, hit the streets with a smile and help us continue to be the fastest growing digital marketing firm in Phoenix. Training will be provided, some at our Colorado Springs headquarters, so expect some traveling for the first 3 months of employment.

We are located in central Phoenix.

Responsibilities

- Achieve or exceed your monthly new business revenue quota
 - Make 40-60 contacts per day
 - Log all calls in Salesforce
 - Work closely with your Account Manager to onboard clients
 - Connect with prospects via LinkedIn
 - Assist with marketing events in and around Denver.
 - Face-to-face meetings with potential clients
 - Any other duties assigned Required
- Skills/Characteristics
- Hunter Mentality
 - B-2-B Telephone Sales Skills
 - SEO Sales Experience
 - 2 to 5 years experience in selling Internet/Digital Marketing (SEO, PPC, SM, etc.)
 - Knows Cold Calling / Phone work – loves it.
 - Self-Starter, Problem Solver
 - High need for achievement. Loves to compete and win
 - Enthusiastic and optimistic. Unfazed by rejection
 - Experience working with Salesforce.com
 - Experience working and succeeding in a quota and goal driven environment
 - Easily builds rapport and establishes relationships with prospects
 - Listens patiently. Will probe and clarify to get a real sense of customer's needs
 - Goes over, under, around and through obstacles to achieve success

Compensation: Compensation includes a base salary, plus uncapped commissions. Minimum expectations of position would yield \$80,000+ annual compensation.