



## **Become a Sales Account Executive at the World's Leading Podcast Booking & Consulting Agency**

If you're looking for a fulfilling career opportunity with unlimited earning potential in a fast growing entrepreneurial, women-owned company, then keep reading!

### **About Interview Connections:**

We are passionate about helping entrepreneurs get their message heard on podcasts and we're seeking the perfect candidate to join our sales team and help us grow! **You will get hands-on coaching and training** with a leadership team who values your personal and professional development!

### **The Compensation:**

Sales representatives work full time and must be available for overtime hours as needed. Sales representatives are classified as W2 employees. Base salary contingent upon experience. Commission based on performance. Pay is competitive and in accordance with the market. Interview Connections believes in compensating salespeople fairly and within proportion to the revenue that they generate. We are in search of outstanding talent and will compensate accordingly!

### **Additional Benefits:**

Aside from those benefits required by state and federal regulations, Interview Connections also offers health, dental, PTO, sick time, and paid holidays.

### **The perfect Candidate:**

- Is money-motivated and driven to exceed their sales goals
- Values personal and professional development
- Has experience in sales, including meeting and exceeding quotas
- Is willing to hunt
- Has experience in all facets of a complete sales cycle including hunting for, finding, and closing new business
- Is comfortable challenging, confronting, and asking difficult questions

- Can sell to strong personalities who are often in the C-suite
- Has experience selling a high cost, conceptual service
- Must maintain a professional and courteous image at all times
- Bachelor's degree or equivalent work experience
- Must sell consultatively – not on price, product features, benefits, bells, or whistles
- Authentic, effective, and direct communication. The less email, the better
- High levels of personal and professional responsibility and be able to quickly internalize coaching and training
- Must be comfortable with being held accountable to prospecting metrics and various sales related key performance indicators
- Has high levels of desire, commitment, motivation, and goal orientation
- Is looking for a long term career and interested in leadership
- Loves rescue animals!

**How to apply:**

To apply, please submit your resume and a cover letter explaining why you are the perfect candidate to [matt@interviewconnections.com](mailto:matt@interviewconnections.com)