



Corporate Connections Team Member

Get Set Grow is a 10-year old event management company specializing in running events in the South Atlanta area.

Our events are fun, well structured, and cause driven. We provide races and racing services and utilize corporate sponsorships to help support the nonprofit featured in each event.

Description of Outside Sales Executive:

We are seeking a creative, self-motivated candidate who possesses a true entrepreneurial spirit with great people skills and good business sense. As an Outside Sales Executive, you will be responsible for nurturing current B2B relationships and building new ones. The ideal candidate will be able to identify and target possible event sponsors, communicate the proper value proposition and close the sell.

This position is commission driven and very competitive.

Get Set Grow, LLC offers:

- A very competitive commission structure
- Continuous sales and product training
- Work from home flexibility
- Marketing materials and custom business cards

Requirements:

- At least 4 years sales experience or 2 years in selling our specific services.
- Must be available and willing to travel around the South to North Atlanta areas as needed.
- Excellent communicator with the ability to grow, build and maintain business relationships
- Goal Oriented and have a fundamental understanding of the sales process.
- Self- disciplined with the ability to work effectively with little or no supervision
- Valid driver's license
- Basic understanding of sales skills and techniques, communication, relationship building, customer service, prioritization, account forecasting/planning, negotiating, consultative selling and superior organizational and time management skills