

ADVERTISING SALES CONSULTANTS – *Full Time Position*

DoulaBiz Ltd is Jamaica's first all-inclusive business directory with online shopping. We offer the best online directory advertising services, marketing support and e-commerce marketplace solutions to help businesses GROW and achieve their objectives. We are building a dynamic team of passionate, responsible, articulate, self-driven, **Advertising Sales Consultants** to sell advertising solutions to businesses islandwide.

The successful candidates will have prior experience selling solutions to business clients in a competitive market, provide excellent customer service, skilled at prospecting, selling value, and closing deals. They will also be self-starters and goal-oriented professionals with great problem-solving skills to assess and meet the needs of our prospective clients.

Key Activities & Responsibilities

- Accurately assess the needs and requirements of prospective clients in order to make relevant recommendations for possible solutions.
- Establish, develop, and maintain positive business relationships with clients.
- Build a full and flowing pipeline of business prospects to aid you in achieving your goals.
- Make sales pitches to qualified business prospects via face-to-face approaches, door to door, telephone, email, social media, etc.
- Prepare and present quotations and proposals to potential clients.

Qualifications and Experience

- Minimum 2 Years of Sales Experience in B2B or high-value B2C markets.
- Tertiary level training in Sales, Marketing or Business Studies
- Computer literate with knowledge of Microsoft Office applications.
- The confidence and determination to overcome tough objections.
- Good customer service skills and a professional demeanor.
- Must have prior established business relationships to hit the road running.
- Have a preference for being on the road engaging prospects and generating sales.
- Highly driven, meticulous and honest with an entrepreneurial mindset.
- Excellent oral and written communication skills.

Qualifications and Experience (Cont'd)

- Trainable, values coaching and being held accountable for results.
- Can demonstrate how you will organize your days to maximize selling opportunities.
- Must have smartphone and a working tablet or laptop.
- Must be the holder of a valid driver's license and access to a reliable motor vehicle.

DoulaBiz Ltd Offers

- Competitive compensation.
- Detailed new hire training.
- Realistic and attainable sales goals.
- Career development, ongoing training, mentorship and coaching.

If you have what it takes, email your application to careers@doulabiz.com

We wish to thank all applicants, however, only short-listed candidates will be contacted.