



JOB OPENING | SALES REPRESENTATIVE

We're looking for a freelance results-driven sales representative to seek out and engage customer prospects actively. The ideal candidate will provide complete and appropriate solutions for every customer to boost top-line revenue growth, customer acquisition levels, and profitability.

Responsibilities

- Present, promote and sell artworks to prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold-calling
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with gallery staff members
- Analyze the territory/market's potential, track sales, and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new services.

Requirements

- Proven work experience as a sales representative
- Excellent knowledge of MS Office
- Familiarity with Google Drive a plus
- Highly motivated and target-driven with a proven track record in sales
- Excellent selling, communication, and negotiation skills
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback
- Bachelor's degree or equivalent
- Valid driver's license

To apply for this position please submit a cover letter and resume to info@southmaingallery.com, with 'Sales Representative' in the subject line.