

Job Title: Sales Representative

Location: Nationwide

Who are SUM.Agency?

SUM.Agency is a full-service marketing agency headquartered in Manvers, Rotherham. We deliver amazing marketing strategies for start-up businesses, SME's and corporates.

Working alongside our trusted business partners we offer a range of both online and offline marketing services to suit every need.

Our products and services include:

- Website design & development
- Search & performance
- Social & content
- Brand & creative
- Merchandise & signage
- Print
- PR & communications
- Strategy & planning
- Commercial & education

Some of the amazing companies we work with include;

Rotherham United Football Club, Sheffield United Community Foundation, Rotherham United Community Foundation, Vision Engineering, Vine Hotels Group, Natwest, Lynx Golf.

Position Summary

Are you an experienced, target driven, well-spoken sales person looking for your next big challenge?

Do you want to earn substantial amounts of money?

If you are that kind of person, then SUM.Agency have outstanding opportunities for business minded people who specialise in and have extensive experience in B2B field sales on a self-employed basis.

This would also suit candidates who already have a B2B portfolio and wish to add to it.

Main Responsibilities

- Responsible for creating and driving sales pipeline
- Maintaining and developing relationships with customers via telephone calls, emails, LinkedIn, social media platforms etc
- Negotiate contracts and close agreements to maximize profits
- Forecast and track key account metrics through an internal CRM system
- Preparing sales proposals in conjunction with the wider sales team
- Attending sales meetings for prospect and upsell opportunities

Skills and Experience Required

- An extensive portfolio of sales experience
- Field sales experience essential
- Outstanding working knowledge of the SME business marketplace
- Excellent communication skills – Customer facing and negotiation
- A desire to exceed expectations
- Full driving license
- Fluent in spoken and written English

Get in touch

Please note - This is a self-employed commission only role. There is no basic salary. Please only apply if you are happy to proceed with your application on this basis.

If you'd like to explore this opportunity further and find out what SUM.Agency have to offer, please contact Danny Johnson (Managing Director) on 01709 879 578 or Email danny@sum.agency