

ParentMap

ParentMap is hiring a Sales Representative! (Part- Time, work from home, South Sound)

Are you a Super Star Advertising and Partnership Sales Representative?

ParentMap is a Northwest media company providing highly relevant, well-researched and entertaining content to parents through various integrated publishing channels: our award-winning news magazine; ParentMap.com, the Puget Sound area's leading website for parents and caregivers; and our annual series of lectures and community events.

ParentMap is seeking one creative, optimistic and tenacious **Sales Representative** for the South Sound area. This position is part-time, work from home during business hours with frequent in-person client meetings and weekly team meetings in Seattle or Mercer Island. Work part-time from the cozy desk in your home office. Are you energetic, amazingly organized, able to work independently but a team player and of course, great at closing a deal? We're growing and looking for you to join our great family-friendly company!

Qualifications

Candidate must be a proven sales executive with sales experience (preferably advertising sales in digital, print, radio, or television) to join our media family.

Apply now if you are a candidate with a competitive spirit who wants to succeed. You're a great candidate if you are a highly motivated self-starter with a successful sales account management history of growing relationships with your customers, have a solid marketing background, sparkling personality and are extremely organized.

Candidate must have a great track record of prospecting for new business as well as renewing existing accounts at a high percentage. The right candidate will have the ability to establish rapport quickly, has a history of meeting with decision makers and closing deals in a short sales cycle, and is skilled at using a CRM system.

Candidate should be highly motivated in commission based selling with the ability to exceed established goals while generating high client satisfaction.

Candidate demonstrates proficiency with Microsoft Word and Excel and preferred to have had experience with Google Drive and Google Docs.

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This part-time position hours are flexible, mainly during business hours with occasional weekend or weeknight events. Frequent in person client meetings and weekly team meetings in Seattle or Mercer Island are required. Candidates residing in the South Sound area preferred.

Reports to: Publisher

FLSA Status: Exempt

Job Status: Flexible, Part-Time 30 hours/ week

Compensation: Compensation based on experience.

Job location: Work-from-home position, with frequent in person client meetings as well as weekly required meetings in Seattle or Mercer Island.

To Apply: Please submit a resume and cover letter to admin@parentmap.com, with *Sales Executive Job* in the subject line.