

Sales Consultant 10 THOUSAND FEET

- **Make a positive impact in helping clients better relate to their customers**
- **Be part of an ambitious boutique firm where your input matters**
- **Outstanding opportunity for growth**

About Us

We are a strategic marketing intelligence company with a difference. We work closely with our clients to bring the benefits of:

- Acquiring new customers
- Helping our clients to keep their best customers
- Gaining our clients positive public relations exposure

Through strategic work, sophisticated market research, planning, consulting and execution we help our clients achieve their goals both financially and professionally.

10 Thousand Feet is searching for an energetic and self-motivated Sales Consultant who is talented at building relationships, is a quick learner and is great at listening to find the right solution to match the client.

The small ambitious team you will join are high achievers who have a passion for what they do.

Reporting directly to the Owner, you have an opportunity to learn from the top and have your voice clearly heard. This role is ideal for someone that is a go getter, enjoys dealing with people and is passionate about solution selling.

Main responsibilities include:

- Arranging meetings with potential clients
- Constructing appropriate solutions for the client, and selling the client the solution face to face
- Developing and maintaining relationships with decision makers throughout target organisations
- Strategic and tactical input to adapt products and promotions to drive sales.
- Attending networking functions, expos and trade shows

Mandatory for this role:

- Experience in a sales role with a proven track record of achieving sales targets
- Experience in building and growing client relationships from cold calling to hand holding
- Experience creating urgency in a sales process
- Experience in consultative selling
- Experience in selling to 'C' level executives
- Well honed oral, written and computer skills
- Experience in a business to business sales role
- Familiar with monitoring a sales pipeline/ CRM

Remuneration

A competitive package is available depending on experience and performance levels.

Apply

To submit your application, please send your expression of interest and your CV to iank@10thousandtrees.com.

Alternatively, for a confidential discussion, please call Ian Krawitz at

10 THOUSAND FEET on 02 8080 7544.