



Advertising • Music • Media

Sales Opportunity: On-Hold Concepts

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www.onholdconcepts.com

PROGRESSIVE MEDIA COMPANY LOOKING FOR FULL TIME, MOTIVATED SALES PERSON TO SELL ADVERTISING.

Immediate openings for knowledgeable and/or motivated, entry-level individuals. If you've had experience in media sales and enjoy the fast paced yet rewarding atmosphere, then you'll love selling for On-Hold Concepts, a South Sound, Washington based company serving thousand of clients nationwide. Unlimited potential, full benefits package, smoke-free office. Call 800 864 6828 for more details or print out an employment application found on this website and fax to 253 566 1709. You may also email your resume directly to info@onholdconcepts.com

Job Description:

Lead Generation

- Cold Calling potential new businesses.
- Prospecting newspapers, radio, TV, and flyers.
- Calling on Interconnect companies for referrals.
- Attending luncheons, business mixers, expos, community events and conventions.

Selling Process

- Managing prospect list.
- Writing proposal, researching competition.
- Presentations, follow up, and sales closings.
- Assisting process of garnering copy points (from ideas to writing).
- Delivering equipment and assisting with installation.

Customer Service

- Assure client is keeping up with production process.
- Installation follow-up (customer satisfaction, sound checks).
- Asking for referrals.
- Reselling potential cancellations.