



Sales Representative

OptTown

OptTown is the fun, social network that connects consumers to all of their favorite places to shop, eat, drink and play.

Position

OptTown Sales Representative (Part-Time or Full-Time)

Duties and Responsibilities

Reporting to the Community Manager, the Sales Representative will be responsible for:

- Helping identify and prioritize target businesses that serve the University community
- Selling the OptTown service to local merchants
 - Target minimum of 12 new accounts/month
- Collecting the initial payments
- Setting-up business' initial message content as part of pre-sales activities
- Handing-off account to Content Manager
 - Facilitating introduction of Content Manager to the business
 - Providing Content Manager with business' contact information
 - Confirming which previously set-up messages will be used going forward
- Helping plan and implement Launch Event (venue, invites, materials, pictures and stories for consumer blog)
- University blast with students (Facebook blast, flyers around school, signage at businesses)
- Posting to the OptTown *University specific* Facebook page "OptTown at *university name*" (student reach out, what businesses would you like to see? Encouraging students to tell those businesses to get on OptTown. A success story and student/business feature every week)
- Attending/throwing launch meetings with various student groups (sororities, business frat, student clubs, etc.)
- Surveying student satisfaction. Reporting feedback.
- Surveying business satisfaction/troubleshooting. Reporting feedback.
- Helping with acquisition of Sales Representatives for the next universities/colleges. Providing feedback about their position and what was clear/unclear. Helping/advising/creating "standard" sales processes.

Profile, Skills, and Experience

The ideal candidate will have 1-3+ years' experience in Sales and/or the aptitude, attitude, drive and connections to grow the OptTown network of businesses and consumers.

- Extremely well-connected to and familiar with both the student body and their favorite surrounding businesses. School Spirit.
- Ability to exercise sound judgment in prospecting and working with businesses
- Strong communication, presentation and interpersonal skills with an orientation to customer satisfaction
- Confidence, charisma, determination, and quick-witted
- Self-supervising, honest, responsible, follow-through
- Team oriented



Education and Qualifications

The following education and qualifications are highly desirable

- Current student or recent graduate of Santa Clara University or San Jose State University
- Knows the student body. (Orientation leader, ASB, student athlete, and/or Greek society member)
- Extensive Facebook network
- Sales, marketing or business career aspiration

Other

- Own functioning iPhone or iPad to use in the Sales demo process
- Own functioning PC or Mac to use in the Sales process
- Transportation to get to and from multiple businesses
- Flexible hours

Location

Santa Clara or San Jose, California

Compensation

Commission, hourly wages for pre-approved activities, and commission accelerators