

Sales and Business Development Manager

9 Clouds is a digital marketing firm that connects businesses with leads and customers online. 9 Clouds is an established business with a small team looking for a motivated and outgoing individual with sales experience to help us continue to grow.

Details

Full-time base pay with commission position. 9 Clouds is Sioux Falls-based, and we'd prefer this position be Sioux Falls-based.

Responsibilities

- Make connections and cultivate relationships to generate clients
- Proactively reach out to the thousands of contacts in CRM to generate clients
- Nurture leads through phone calls, email follow-up, and potential in-person visits
- Facilitate digital marketing audits with leads
- Create and manage proposal and contract paperwork
- Coordinate with account team on hand off of sold deals
- Be accountable to the leadership team by tracking activity in CRM and meeting established activity goals
- Speak on behalf of 9 Clouds at speaking events and represent 9 Clouds at events
- Manage Sales Department goals and tasks
- Stay up to date with current client results, existing case studies, and marketing content for use in sales
- Occasionally attend Creative Team meetings and be a liaison to the Marketing Team
- Maintain and update sales documentation and processes
- Manage and leverage internal sales support

Requirements

- Previous B2B sales experience
- Comfortable talking on the phone and meeting with leads in person
- Marketing or communications background, or willingness to learn
- Personable and charismatic
- Motivated by incentives and commission opportunities
- Good listening skills to address leads' needs and pain points
- Comfortable communicating with leads, clients, and third parties
- Work well independently and self-motivated
- Great time management skills

Bonus Points

- Competitive salary (based on experience) plus commission
- Paid vacation and personal days
- Group health insurance access with company contributions
- Retirement contributions
- Access to supplemental insurance

- Flexible work environment
- Attend events and conferences
- Participation in volunteer events and free non-profit marketing
- Responsibility and autonomy
- Be an important part of a small team

To Apply

- Send your resume and cover letter to jobs@9clouds.com.
- *No deadline for applications, but when we find the right person, we'll hire.*