
Description:

Plexus Membership Sales Representative

Applicants should indicate their interest by emailing applications@ThinkPlexus.com

Description:

As a Membership Sales Representative, you will represent Plexus as a personal ambassador to the business community.

Your responsibility will be to grow our member base and revenue through face-to-face contact with small and independent business owners in your designated territory.

You will have the opportunity to speak about a cause that you can believe in and influence small business owners to make a difference. Together, we will help businesses grow, improve Northeast Ohio and protect the free enterprise system.

Position:

The objective for the Membership Sales Representative is to grow the Plexus membership base and revenue therefrom in an assigned territory by selling Plexus memberships to LGBT and allied small and independent business owners. You will have the opportunity to work with people who want you to succeed. You will be an independent contractor not an employee of Plexus.

Plexus Offers:

You will enjoy professional growth, freedom and flexibility, and open-ended earning potential.

You will work into an open-ended income potential by making commissions on new memberships and renewals. There are no other payments or reimbursements for your services. Sales materials, a prospect list and organization support tools are provided. (You will be responsible for generating contacts in addition to those provided to you by Plexus.)

Requirements:

We seek natural leaders who believe strongly in our mission to protect and grow the LGBT and allied business community. Successful candidates come from a variety of backgrounds, such as Sales, Retail, Education, Self-employment, the Clergy or the Military, but all possess the highest degree of:

- Personal initiative and drive,
- Self-confidence,
- Independent decision-making ability,
- Communication and interpersonal skills,
- Tenacity and perseverance, and
- Integrity

Qualifications:

- Sales experience,
- Ability to thrive in a fast-paced, independent sales environment,
- Proficient PC skills and internet access,
- Excellent communication, planning and organizational skills,
- Strong work ethic and ability to self manage,
- Proven sales success and closing abilities, and
- Clean driving record.

Additional Desirable Traits:

- Prior experience working with or owning independent businesses,
- Contacts within the Northeast Ohio independent business community, and
- Entrepreneurial personality.