Relationship Manager / Outside Sales (Remote, Part-Time)

Jennasis & Associates is hiring an experienced, self-motivated Relationship Manager for a part-time, remote independent contractor (1099) position. The successful candidate will seek out potential clients, build relationships and close new business opportunities. He or she will work closely with the Jennasis & Associates team to onboard the new clients and will report to the Director of Business Development.

We are looking for a dedicated, highly-organized and responsible individual who will fit within our close-knit, virtual culture. The job requires up to 20 hours availability each week, computer with a strong internet connection, savvy with digital collaborative tools and ability for some local travel.

Responsibilities & Duties

- Seeks out potential relationship building opportunities
- Initiates the Jennasis & Associates sales process by building relationships, qualifying potential leads and scheduling calls / appointments
- Participates in new business pitches, with emphasis on the strategic marketing perspective
- Closes new business deals by coordinating requirements, developing and negotiating contracts
- Educate customers on how products or services can benefit them financially and professionally
- Monitor the company's industry competitors, new products, and market conditions to understand a customer's specific needs
- Ensures appropriate amounts are in the funnel at all times and monitors close ratios of funnels
- Communicates with Project Managers to transition new relationships once contract is signed
- Provide Jennasis & Associates leadership with weekly progress reports and assists with internal documentation in CRM tool
- Maintain a professional company image at all times

Qualifications & Skills

- Minimum 3 years experience in sales / relationship building related role
- Familiarity with digital collaboration and CRM tools (ex: Slack, Google Suite, Asana or similar)
- Excellent client-facing communication skills
- Great persuasion and negotiation skills
- Ability to self-motivate and work independently
- Experience with remote work a plus
- Availability for in person events and networking (once appropriate with COVID-19)

jennasis&associates

About Jennasis & Associates

THE COMPANY

Jennasis & Associates is a full-service marketing agency that provides scalable digital marketing and business solutions for small-to-medium-sized businesses to help brands create more meaningful relationships with their clients and consumers.

What makes Jennasis unique is its design as a virtual agency. For more than 10 years, we've hired remote associates across geographies, skill sets, and availability to work for a "lifestyle" business. This enables Jennasis to not only maximize a diverse team of high-quality talent, but operate a flexible and scalable model that constantly evolves and adapts to meet client demands from small to large in an ever-changing digital market. We can provide innovative, custom solutions whether a business needs the firm to supplement their marketing department—or BE their marketing department.

THE CULTURE

Jennasis & Associates' team of more than 30 professionals operates remotely across the United States when and where is most suitable for each team member. Our virtual model simultaneously supports a healthy "family-first" lifestyle while encouraging professional creativity and innovation to meet the evolving, on-demand needs of clients.

We "PIC" best-fit associates who embody our culture's core values:

- **PASSIONATE**: Enthusiastically committed to the team, clients, and the mission of Jennasis all while letting your hair down and having fun.
- **INNOVATIVE**: Using talented expertise and grit to find creative solutions to solve problems efficiently and effectively.
- **COLLABORATIVE**: Through integrity and accountability, "Together Everyone Achieves More."

TO APPLY:

Please visit https://www.jennasisassociates.com/joinus and submit your resume today!