Description

AT&T - Advertising Solutions Telephone Sales Representative, Olivette, MO - 1125391

Description

Are you looking for a fast moving, creative environment where you can use your expertise to develop and market cutting-edge interactive and digital advertising products? AT&T Advertising Solutions provides an innovative and highly effective mix of multimedia local advertising search offerings to help make consumers' lives easier and help businesses be found, find customers, and manage their brand. Combined, our local advertising search options receive about 5 billion consumer searches a year for local business information - about 3 billion from our print directories and 2 billion from our online and mobile offerings. We help businesses grow and succeed by delivering actionable leads through best-in-class offerings that include: AT&T Real Yellow Pages, YP.com, YP360, Online Video Ads, Mobile Advertising, Search Engine Marketing, ATT411 Texting, Websites (traditional and mobile), Yahoo! Online Display Ads, and Targeted Direct Mail (Digital Express).

Join our dedicated and talented team of individuals all focused on creating the best digital advertising products to sell in the marketplace.

We are currently seeking energetic and success-motivated sales professionals to sell our advertising portfolio. We provide proven winners state-of-the-art training, leads with great growth potential, a great work environment and a comprehensive benefits package including:

- Base salary + commissions = no earnings cap
- Fully paid sales training
- Medical, Dental and Vision coverage
- 401k plan
- Paid time off and holidays
- Excellent opportunity for advancement

Duties may include but are not limited to the following:

- Prospecting new business and company provided leads by telephone for the purpose of selling our Internet and print advertising products.
- Consulting with businesses to obtain pertinent information about the business itself, potential markets, problems faced in doing business, current advertising and results from it. Discussing role of Internet advertising in attracting new customers and retaining clientele.
- Preparing sample visuals and value proving background information, as basis for recommending advertising programs customized to meet the needs of each business.
- Preparing forms, letters, and executing contracts.
- Handling an aggressive work schedule of daily sales contacts - ability to prioritize and organize work is critical.

Qualifications

Required Qualifications

- 6 months or more of successful sales experience
- Hunter mentality
- Must have strong interpersonal skills and communication skills (oral, written and presentation)
- Ability to influence/persuade others
- Positive and energetic attitude required!

Desired Qualifications
• One or more years sales training experience
• One or more years management experience in a sales related position that involves meeting sales objectives
• One or more years working in a commission sales environment
• Knowledge of the internet - Search Engine Marketing
• Knowledge of Excel, PowerPoint, Word and Outlook

Job
- Business Sales Solutions

Primary Location
- MO-Olivette

Schedule
- Full-time

Shift
- Day Job

Employee Status
- Regular