



# Sales Representative

## Effective Date

Immediate opening as of May 24, 2023

## Position Summary

Creative Conners makes automated effects for theatre, music concerts, and live events around the world. We make crazy-cool machines that move scenery and people on stage every night for shows ranging from Broadway to arenas to high school auditoriums. We need your help to expand our reach and bring motion to more stages.

The Sales Representative is responsible for responding to incoming sales inquiries, preparing quotations, and converting inquiries into sales orders. Working with our business developer, the sales representative will grow business with existing clients and find new business opportunities to achieve sales goals.

Specific duties include prospecting, qualifying leads, developing customer relationships, closing deals, and providing excellent customer service. The Sales Representative must be a highly motivated and results-oriented individual with strong communication and interpersonal skills. You will work in collaboration with internal departments to deliver solution-based results for our clients.

## Responsibilities

- Effectively qualify incoming leads and perform needs assessment
- Create client proposals, quotations, and invoices
- Negotiate bids and close sales
- Act as a lead point of contact for customer inquiries through the life of a project
- Communicate with internal teams to ensure the timely and successful delivery of the project
- Collaborate with the Director of Business Development to identify and grow new opportunities.
- Utilize CRM software to provide timely and accurate sales activity tracking and status updates

- Attend industry trade shows and client meetings
- Keep informed of products, competition and industry trends
- Maintain positive, solution-oriented attitude in the face of looming deadlines, unclear customer requests, and artistic personalities

## Qualifications

- 2+ years in a sales role
- Ability to work independently
- Excellent interpersonal and communication skills to effectively interact with wide range of cross functional teams by telephone, email, and in person
- Excellent listening, negotiation, and presentation abilities
- Able to manage multiple projects at a time, while maintaining composure and attention to detail.
- Able to read and interpret technical drawings and specifications
- Ability to travel as needed
- Bachelor's degree in business, theatre design, or related field
- Interest in the Entertainment industry

## Successful Candidate Characteristics

- Technical Translator
- Customer Nurturer
- Principled Negotiator
- People Reader
- Project Prodder
- Question Asker
- Solution Seeker
- Courageous Communicator

## Compensation

- Full-time position with \$50k base salary + commission on sliding scale
- Company-paid individual health care, with optional employee-paid family plan
- 401k with discretionary employer contribution
- Paid time off (vacation and sick days)
- Remote or hybrid work environment (Rhode Island and Los Angeles)

## To Apply

If this sounds like your kind of job send a resume and cover letter to [careers@creativeconnors.com](mailto:careers@creativeconnors.com).