



### **Commission-Only Sales for Industry Trade Publication**

AZBEX is looking for an amazing person to bring in new business. Our small company has been successful in creating a niche market where there is no competition. I'm looking for a solid individual to go out and bring in new business.

AZBEX is a niche publishing entity, providing information to the design & construction industries. Our core service is providing opportunities to our subscribers, and we are incredibly good at it. Our subscribers are savvy and sophisticated business professionals. We only sell to businesses, not consumers.

#### **Required personality characteristics:**

- Personable and likeable, with the utmost in professionalism
- Self-confident & fearless, ask for the sale.
- Excellent high-level communicator, both written and verbal
- Process-oriented and goal-driven
- Fast learner, able to spot leads and develop new business opportunities
- Adaptable to any situation, able to recognize non-verbal cues in a variety of settings
- Creative and business-savvy, able to come up with new ideas, test them, and evaluate their effectiveness with accurate and reliable metrics
- Industry knowledge is required – Architecture/Engineering/Construction – A/E/C
- Comfortable in group settings, public speaking is required

**This is a commission-only position.** During a 3-month ramp up period a monthly stipend is provided, after which commission on closed sales is the only income. Three service lines are currently available – magazine subscriptions, advertising, and a subscription-based searchable database.

Move sales prospects through the sales process in an orderly fashion, according to a reasonable timeline. Set office visits, and once in front of the customer, build rapport, connect on basic needs, and demonstrate AZBEX as a solution. This is not a long sales cycle – successful candidate will move quickly but not spend a lot of time developing a relationship.

**Support:** AZBEX is very active in marketing activities like trade shows, email marketing, and the like. We have monthly events where this sales person will interact with dozens of prospects in person in one day. Our entire team is well coached on kicking sales leads to the right person. There is a continuous funnel of both inbound and appropriate prospects. We need this person to follow-up and close deals.

**Anticipated Compensation:** The actual commission % is negotiable, I anticipate this person netting no less than \$75K-\$85K annually. There is a possibility for full time employment.

Send resume and cover letter to Rebekah at: [rmorris@azbex.com](mailto:rmorris@azbex.com). No phone calls please.