

Company: Professional Mojo
Job: Business Development
Date: January 19, 2010

Company Description:

Professional Mojo offers start-ups, small businesses, NPOs and faith-based organizations concrete tools, training and consulting to integrate social media effectively and smartly into their marketing plan, creating measurable results. We specialize in online workshops, strategy, customization and website design.

Headquartered in Atlanta and Baton Rouge, we have worked with or trained such diverse clients as Pilgrim Mats, Powers Lake HOA, River Tool & Engineering, Arch Diocese of Detroit, Anchorage and St. Louis, First Baptist of Dallas, Steve Blue Speaking, Douglas County Chamber of Commerce, Quik Concepts and more.

Job Description:

The Mojo Business Development team member is responsible for new business development, qualifying leads, and presenting high quality over-the-phone sales presentations of Professional Mojo's business-to-business social media training and marketing services that result in strong revenue contributions. This position offers an aggressive sales professional the opportunity to grow and succeed with an early stage company while working from a **home-based office**.

Major Responsibilities:

The position of Mojo Business Development is focused on both end-user and association sales of Professional Mojo's services to outbound prospects.

- Responsible for sales forecasting, lead generation, heavy prospecting and account management.
- Strategically manage sales cycle.
- Expand and maintain business by working with accounts to meet and exceed annual sales objectives.
- Maintain superior relationships with contacts and decision-makers.
- Consistently maintain monthly sales quota and revenue goals.
- Maintain activity standards (number of sales calls, quantity of sales pitches, time spent prospecting, account renewals, etc.)
- Responsible for documenting sales activity for reporting purposes.

Qualifications:

- 3+ years of successful sales experience
- Knowledge of social media and online marketing for business application
- Knowledge of MS Office applications, including word and excel
- College degree preferred
- Familiarity with web based applications, products, and services
- Strong communication skills – written and verbal
- Thrives in a fast-paced entrepreneurial, virtual environment
- Strong B2B selling experience

Additional Information:

Please see our Website for more information: www.ProfessionalMojo.com. *This is a commission-only position initially with a highly competitive revenue structure and opportunity to grow with the business. No phone calls, please.* Submit a letter of interest and resume to: Service@ProfessionalMojo.com