

THOMASNET.com
Independent Sales Representatives

Job: Independent Sales Representative
Industry: In order of choice:
Digital Media
Advertising/Marketing
High Tech/Information Technology
Information Systems/Technology
Manufacturing
Majors: All majors
Location of Job: In state where the university is ...
Online application: Applicants are encouraged to apply at www.GreatRepCareer.com

Profile/Company Description:

THOMASNET.com is the leading online platform for connecting B2B buyers with industrial sellers. It has a 100-year legacy extending back to the Thomas Register of American Manufacturers. We've been 100% online as THOMASNET.com since 2006, helping more than 700,000 North American suppliers promote themselves around the world. Our strong customer loyalty ensures high renewal rates for our independent sales representatives.

Job Description:

This position will prospect for suppliers who are looking to grow their business with an online marketing program on THOMASNET.com. Research, appointment setting, in-person meetings as well as building proposals with a team of application engineers are all facets of this sales representative position.

As an Independent Sales Representative with THOMASNET, you will receive:

- Uncapped earnings potential: \$70-90K potential in the first full year; six figure potential realistic in years 2, 3 and beyond
- High commission payouts, plus quarterly/annual bonus offerings
- Best in class support to grow your business

We support Your Success with:

- In-depth week-long product orientation
- Knowledgeable Application Engineers to support your business
- An established territory with accounts and prospects
- Recognition and bonus potential for high-achievement
- Detailed analytics to prove value to your customers
- Ongoing field support

Salary:

- Uncapped earnings potential: \$70-90K potential in the first full year; six figure potential realistic in year 2, 3 and beyond.
- High commission payouts, plus quarterly/annual bonus offerings
- Best in class support to grow your own business

\$70-90K potential in the first full year

Qualifications:

We are looking for a self-starter/entrepreneur who is looking to build his or her own business. This person should be interested in helping small to medium sized businesses with their business challenges. Candidates should have a curious disposition and be able to learn from a proven sales process as well as enjoy building business relationships.

An understanding of the online marketplace as well as an industrial background is desired.

Many of our most successful associates had no prior sales experience before representing THOMASNET.com. People from all backgrounds – digital media, marketing, manufacturing, business development and many others – have thrived in the position.

Type of job:

Commission based compensation