

## **Advertising Sales Consultant**

Want to be part of the most exciting business in Indianapolis? Then come join the ChaCha team! Mobile advertising is the hottest thing going and we are leading edge and we want you to be part of our team.

If you are top sales performer then this could be your chance to earn high commissions representing the most progressive mobile and web based local advertising alternative ever.

ChaCha is ranked in the top 200 web sites, has had over 170 million mobile queries since January of 2008, 6.5 million users, and adds a new user every 7 seconds.

As an independent contractor we are seeking individuals with energy, drive, and confidence to sell high-demand advertising solutions. Ideal candidates will be those who thrive on the challenges and benefits of selling; enjoy and excel at working independently; and are fully capable of generating leads, making appointments, and closing deals with prospective clients. Candidates with a stable job history and a proven track record of sales success are encouraged to contact us.

### **Responsibilities:**

- Work independently to identify and sell new business and the benefits of mobile marketing
- Identify new opportunities with existing accounts.
- Establish and build relationships with local advertisers and decision makers who are seeking to increase their mobile advertising footprint.
- Become proficient at and apply a proven consultative sales process.
- Meet and exceed sales quotas to build your book of business and income.

### **Qualifications:**

- A good communicator
- A strong desire to develop new business contacts
- Strong closing skills and ability to forge solid business relationships
- Strong organizational skills

### **We offer:**

- Highly competitive commissions and bonus opportunities
- The independence of working from home
- Residual income
  
- Substantial unlimited earning potential