

## **AFM Sales Consultant** (*Commission Sales*)

### **Position Objective:**

Alliance Financial Ministries, Inc. is seeking a high energy Sponsorship Sales Manager with proven success who will develop and sell sponsorships for our signature events. You are the face of the company and your work is all about maximizing sales and service. You will be acting as an expert in selling AFM services to local schools and other organizations. The Consultant is required to attend training meetings, provide feedback about the program sales and be evaluated by the Program Director.

### **Primary Duties and Responsibilities:**

- Adheres to any and all company policies and procedures
- Meets with customers in a sales environment to drive product sales and knowledge
- Demonstrates advanced products knowledge
- Makes sales appointments with clients
- Generates new leads by meeting with consumers
- Follow up with any clients to make sure that they are satisfied with product
- Assembles any and all product displays in a given market
- Finds new target markets and penetrates them to drive sales
- Discovers how to market products to new users
- Understands how to make products appeal to consumers based on the environment and current trends
- Uses the Internet to push products to a given target market
- Discovers target markets and advantages of other companies
- Demonstrates advanced sales knowledge
- Always looks for new ways to make products attractive to customers

### **Requirements:**

- Creative self-starter and a “go-getter” personality
- Detail oriented with verbal communication skills.
- Willingness to travel
- Familiar with the Houston area
- Must have completed or currently enrolled in college
- Ability and love for working with a diversity of students including disabilities