# Job details

Baker NFTMax is a digital management and advertising agency for NFT producers. Due to rapid growth, we’re looking for an incredible direct sales rep to join our winning team! We’re lively and agile, so the ideal candidate will thrive in roles requiring creative strategy building, rapid campaign deployments, and direct client relations.

Our direct sales reps do an exceptional job at developing our clients’ brands through customized direct marketing campaigns and powerful consumer experiences. Sales team members provide out-of-the-box brand strategies that elevate us from the competition.

# About the company

Baker NFTMax’s ofﬁce campus in beautiful West City has a full eatery, employee gym, gardens, and more! Our fast growth and focus on making our facilities the best place to work allow us to attract great talent. If you’re ready to step out of your traditional 9-5 and jump into a rigorous marketing career with endless professional growth, you just may be the right ﬁt!

# Responsibilities

* Present, promote, and sell with skilled rhetoric to existing and prospective customers
* Perform cost-beneﬁt and needs analysis to meet existing and potential clients’ needs
* Establish and foster positive business and customer relationships
* Resolve customer problems and complaints proactively
* Achieve agreed-upon sales targets and outcomes and remain accountable
* Collaborate and work collectively with the sales team and other departments
* Oversee a speciﬁed radius using cold calling and generating your own leads
* Manage the physical inventory located within your assigned territory
* Analyze sales statistics, prepare reports, and perform administrative sales duties
* Meet other sales reps and clients at conferences to discuss developments
* Proactively keep abreast of best practices and promotional trends
* Continuously improve through feedback

# Beneﬁts

* Competitive base pay: $70,000–95,000K, up to $6,000 sign-on bonus
* Performance rewards; management team that demonstrates commitment to your success
* Paid time off, which you start to accrue with your ﬁrst pay period, plus 8 paid holidays/year
* Medical plan options along with participation in a Health Spending Account
* Dental, Vision, Life/AD&D Insurance and short-term and long-term disability coverage
* 401(k)
* Employee stock purchase plan
* Voluntary beneﬁts (pet insurance, legal insurance, LTC insurance)

# Qualiﬁcations

* Bachelor’s in a relevant technical ﬁeld or equivalent experience
* 5+ years of progressively more responsible sales experience (experience with cardiovascular medical devices is a bonus!)
* A demonstrated ability to analyze and evaluate technologically complex systems
* Leadership and delegation abilities
* Familiarity or a willingness to learn quickly about medical device industry policies, operations, and procedures
* Working knowledge of common software and applications (MS Ofﬁce, Salesforce, CRM)
* Professional certiﬁcation or designation (preferred)