

Bee Social Group - Digital Media Sales Representative

About us

Founded by Marketing, PR & Social Media specialist Carolina Collazos after noticing Social Media's importance for businesses, artists & entrepreneurs. Facebook, Twitter, YouTube, Instagram, Pinterest, Google+, among others, are great ways for companies to build brand awareness, improve SEO and engage with their customers. Additionally, using these networks can help determine specific target audience, their demographics and give a better understanding of what the public is looking for from your company.

Bee Social Group provides outstanding social media creation & maintenance through marketing campaigns, community management schedules, content development & brand understanding. We make sure we speak your brand's language in order to build coherence between the brand and its social media channels.

What we do:

Bee Social Group is an agency focused in managing local businesses', artist's and entrepreneur's Social Media channels such as: Facebook, Twitter, Instagram, LinkedIn, Pinterest, YouTube, Google+, BLOGS, etc.

At Bee Social Group we build unique content with attainable goals, learning what is important to the audience, making sure it's useful information & easy to share, always following the brand's standards.

We guarantee daily posts that are followed by our community management schedule, with a specific marketing campaign & coherent content creation based on the social media channels chosen by the client - Facebook, Twitter, Instagram, Pinterest, YouTube, Google+, etc.

We guarantee organic/legit followers and likes in order to achieve accurate demographics, increase reach, and improve brand awareness and SEO accommodations.

What you will do:

Essential Duties & Responsibilities:

- Maintain a minimum schedule of M-F, 10A-6P (Hours will vary as event schedule dictates)
- Attend social and networking events
- Arrange conferences and seminars
- Deliver engagement and marketing ideas
- Position as "King Bee" social media expert through online and social media participation
- Aggressively prospect, develop, and close leads using a variety of online and offline sources
- Qualify prospective customers by phone and close deals over the phone or in-person depending on customer engagement
- Meet and exceed individual daily, weekly and monthly activity and sales goals
- Participate in weekly sales planning (using SmartSheet, etc.)
- Deliver a minimum of Five (5) new clients per month

Job Specifications:

- Strong work ethic & mental toughness
- Ability to multi-task
- Must have an entrepreneurial spirit to be successful in a changing and dynamic work environment
- Strong business development focus, willing to prospect and uncover new potential digital advertisers and drive to develop opportunities from prospect level through to deal close
- Needs to have schedule flexibility and be available to work hours beyond the traditional Monday through Friday, nine to five
- Must have strong interpersonal skills and ability to communicate with all levels of management
- Must be creative, innovative, and be able to articulate thoughts and ideas clearly
- Must possess excellent verbal and written communication skills
- Shows relentless persistence in a competitive marketplace
- Positive attitude and high character
- Competitive spirit
- Desire to learn and adapt in a fast paced environment
- Sense of humor
- PC skills, especially MS Office and social media tools
- Internet savvy (Google, Yahoo, Social Media, etc.)
- Bachelor's Degree or similar work experience

The benefits you will enjoy as a Bee Social Group Digital Media Sales Rep are:

- Competitive Base Salary
 - \$2k/wk
- Unlimited Commissions
 - \$150-\$450 per sale
- Health
 - Employee self-funded with \$50/month company contribution
 - Five (5) sick days annually
- Vacation
 - Two (2) weeks per year (Three weeks after five years)
 - Company holidays (TBD)
- Office Tools and Equipment
 - Instead of iPad, might I suggest a Surface Pro
 - Mini Projector
 - Mobile Wi-Fi
- Car and Cell Phone Allowance
 - \$100 gas/mth
 - \$50 phone/mth
- Clothing
 - Golf shirts
 - Guayabera shirts
- Sales Support
 - Continuous Training and Certification

- *Business Cards*
- *Networking Event Fees*
- *Printing Fees*
- *Office Fees, as necessary*
- *Sales Tchotchkes (t-shirts, thumb drives, etc.)*
- *Overnight and Extended Travel Reimbursement, as necessary*

We reward for excellent performance! If you want a sales career in which you control your earnings and career path – please apply today!