

Sales and Marketing Partner /Representative



1.Overview:

Kennedy Marketing Group, a leading direct marketing/advertising provider to the \$900 billion plus automotive industry, is looking for an experienced, self-motivated sales representative to join our team as we expand into a new sales territories.

Kennedy Marketing Group is a leading provider of innovative direct marketing services in the automotive industry. We have established our niche with an ultra-personalized approach to marketing. We use targeted messaging strategies and advanced data technology to maximize impact on pure, in-the-market buyers.

Kennedy Marketing Group has produced and continues to produce record-breaking sales and service results for 800+ dealership clients nationwide.

2. What type of sales person are we looking for:

Our culture is about being the best and hiring the best. To support our rapid growth, we need highly motivated, marketing-savvy sales associates to join our team who are able to demonstrate their ability to SELL direct marketing campaigns. Most importantly, we value talent that is passionate about the business and leaves no stone unturned in order to delight our clients. If you aspire to uncompromising excellence, then you will love our company, as we offer our sales representatives uncapped career growth. We expect another 100% growth in 2017/2018- don't miss this opportunity to participate in the next big thing.

Primary Job Duties:

- Prospect for opportunities through cold calling, networking, referrals, and company supplied leads
- Liaison between client and production team to ensure every piece is created to client's specifications
- Report weekly activity to Principal
- Build and maintain positive client relationships
- Participate in both weekly production and sales representative conference calls

Position Requirements:

- Sales experience and knowledge in how to close, along with maintaining long term relationships with these businesses is a MUST.
- Direct mail and/or automotive industry experience a plus
- Willing to travel within designated territory
- Personal accountability for every deal and demonstrated ability to work remotely
- Computer savvy; Basecamp and CRM software proficiency a plus
- Excellent interpersonal & communication skills
- Results-driven attitude with a hunger for success

3. Financial Opportunity

For the confident marketing and sales professional, this is a life-changing opportunity to partner with one of the fastest growing marketing services companies in the industry. As an independent rep partner, you will have unlimited income potential and an attractive incentive bonus. Many of our reps enjoy a six-figure income.

4. Training:

The ramp-up period includes the following:

- 1 week training in California (Company paid)
- The Company will send a promo mailer while you are in CA softening your market for your return
- The first 60 days you will work under/with the Company Trainer

APPLY NOW:

Send your resume and cover letter to our HR department at hr@kennedymg.com.

Kennedy Marketing Group, Inc.

www.kennedymarketinggroup.com

Learn more about Kennedy Marketing Group:



[Video: What We Do](#)



[Video: CEO/President and Testimonials](#)



[Blog post: 5 Reasons to Use Direct Mail](#)