

SALES PROFESSIONAL – 2017

COMPANY PROFILE

Cor Strategies is an innovative political solutions company founded in 2009 on the concept that the fields of politics, marketing, and technology could be fused to achieve superior results. We are now the largest center-right political consulting firm in Illinois, having worked with nearly 400 campaigns and 150 businesses and organizations.

POSITION DESCRIPTION

Every single one of Cor's clients over the past 8+ years have come through word-of-mouth. In fact, we've never spent a dollar marketing or advertising our services, and yet we've grown to become the largest and most successful center-right firm in Illinois. While this is a point of pride, in that our successes have motivated our clients to be ambassadors for our brand, we also recognize that we could be growing even faster than we already are if we were to actively sell our services.

We are looking to hire someone to conduct sales for our services as well as those of several sister companies, working in tandem with leadership as they continue to conduct business development efforts. This individual would be a major component of our future success, accelerating our growth while enjoying unlimited money-making potential.

This individual will have no shortage of services to sell. They will sell Cor's and our partner's services, including telecom, mailings, graphic design, signs, collateral, government affairs, advertising, email marketing, and campaign management. They will be provided leads gathered through research, relationships, and potentially through marketing/advertising efforts. And they will be provided any support necessary to be successful, including marketing and pitch materials, case studies, client testimonials, pricing, and team members to provide input and answer questions.

Individuals in this role must be highly-motivated with a drive to meet and exceed goals on a regular basis. They must have a documented sales ability as well as written and verbal communication skills. They need to have the ability to sell without coming across as a salesperson, as Cor will always value quality over quantity. They must be personable with a genuine compassion for people and an ability to connect. The ideal candidate for this position is friendly, responsive, supportive, articulate, driven, and creative. They must have the ability to multi-task and handle multiple responsibilities at the same time. Candidates must hold right-of-center political beliefs and be located in (or able/willing to travel to) Chicagoland.

The person in this role will work hand-in-hand with our leadership, who will continue to handle business development in coordination with sales efforts. They must be willing to grow and be comfortable conforming to the unique and highly-personal approach Cor takes in all our efforts.



POSITION RESPONSIBILITIES

- Always be available and responsive both for clients as well as team members executing on projects.
- Have a full understanding of Cor's services and products, including pricing, options, and past successes.
- Sell Cor's and our partner's services, including telecom, mailings, graphic design, signs, collateral, government affairs, advertising, email marketing, and potentially campaign management.
- Assist with gathering leads through research, relationships, and regular activities.
- Potentially be involved in marketing/advertising efforts, including emails, social media ads and posts, digital ads, SEO, etc.
- Accurately and succinctly convey sold services and products to operations team for fulfillment and accounting for invoicing/billing.
- Coordinate sales with leadership members conducting business development and any other individuals performing sales at the various companies under our umbrella.
- In coordination with leadership, set and exceed regular sales targets. Generate any necessary reports.
- Diligently track progress, capture data, and store information on targets and leads.

POSITION REQUIREMENTS

- Demonstrable experience in B2B sales, preferably with 3-5 years of experience; experience in Republican or conservative politics a plus
- High-motivated self-starter with ability to work independently and as part of a team
- Excellent written and verbal communications skills
- Personable, friendly, and creative; ability to connect with a potential client, understand their needs, and offer solutions to secure their business without a feeling that they are being "sold"
- Comfortable working knowledge of CRM databases, Microsoft Office, and Google Docs
- Consistently available and very responsive to any method of contact, including calls, emails, texts, and social media messages
- A desire to learn and an interest in continued involvement in right-of-center politics
- Trustworthy and ability to respect confidentiality and work with discretion
- A strong commitment to Cor's mission, core values, and clients
- A passion for the opportunity and field as well as an interest in growing with an exciting firm
- Located in (or able/willing to travel to) Chicagoland

POSITION COMPENSATION & BENEFITS

Compensation will be commensurate with experience and responsibilities, and at least partially dependent on sales commissions with no ceiling to the potential amount you could make. Cor provides healthcare and retirement benefits, a flexible work schedule, and rapid advancement opportunities.

TO APPLY

Send a cover letter, your resume, 3 references, and links to your social media profiles to Hub@CorStrategies.com. Phone calls will not be accepted.

