

Opening: Content Advisor

Do you love the Internet? Do you love social media? Do you read blogs and consider yourself a bit of a grammar geek? We'd love to talk to you because we've got an amazing new opportunity at On Target. We love creating amazing content for brands across the United States and it's for us to spread the word (see what we did there?)

The On Target Content Advisors help prospective clients by assessing and advising on their current web site content, social media content and blog content. Content is king and we're here to banish the bland and create amazing written, audio and video content that transforms brands and their online presence.

Duties and Responsibilities:

Learn how to develop sales through a combination of methods that may include all or in part: prospect education, content analysis, research, lead generation, prospecting, networking and in-person appointments with new and inactive clients

- Generate sales leads through prospecting and cold calling, both in-person and through telephone or other electronic networking tools
- Will be trained on how to create and maintain a sales business plan utilizing a CRM system
- Exposed to client lifecycle beyond tracking opportunities through the sales funnel
- Target new accounts within mapped territory and industries
- Meet all minimum requirements for weekly appointment activity
- Work in conjunction with internal support teams to ensure clients are onboarded appropriately and managed on a consistent basis
- Actively participate in community events and organizations to further build business relationships

Position Qualifications:

- Strong desire to learn new processes and put them into action
- Excellent grammar / composition skills
- Strong communication and collaboration skills with ability to build rapport with peers, managers, and customers
- Must be self-motivated, self-accountable and focus on constant learning and self-development
- Ability to exercise sound judgement and make prudent decisions in a quick and timely manner
- Strong team engagement abilities
- Knowledge of Google Suite; Gmail, Google Docs and Google Drive

The Content Advisor is compensated with an aggressive commissioned compensation in addition to a stipend. The position is currently a part time position but can evolve to full time. This position can be remote but may require some office time in Maitland, Florida for training.