



## Job Description – Sales Consultant

The Worldwide Speakers Group, one of the country's leading global lecture agencies, seeks to add seasoned sales professionals to join its sales team contributing to both business development and strategic account management. This is an excellent opportunity for a high energy, ambitious individual with proven sales experience to advance their skills and income in a highly sought-after B2B sales environment.

The Sales Consultant will be responsible for a variety of lead generation activities within the global lecture industry. Primary activities include research, building the database, implementing targeted direct marketing programs, cold-calling prospects, qualifying business opportunities, setting appointments, generating proposals and contracts and helping close business. In this role, you will work closely with clients and speakers – who include but are not limited to thought leaders from politics, the media, industry, sports and contemporary life. The ideal candidate will have an opportunity to work in a proven sales system learning from a team of several of the most experienced and successful lecture agents in North America.

### Minimum Requirements:

- Undergraduate college degree
- A minimum of 5-7 years of sales experience
- General interest in current events including politics, contemporary life, sports, business and entertainment.
- Proficiency with Microsoft Office (Word, Excel, Outlook), internet research and basic contact management software
- Experience with high call volume and activity
- Excellent phone, interpersonal and written communication skills
- Strong organizational and time management skills
- Outstanding work ethic
- Proven individual contributor with ability and preference to work well on a team
- Great sense of humor

### Preferred:

- Experience in one or more of the following business segments - financial services, healthcare, associations, higher education, technology, Fortune 500 and international
- Some experience working with PR, media, entertainment or working with event managers
- Experience in selling to senior level management

Worldwide Speakers Group's compensation package includes a generous base salary, commission, a 401(K) plan, paid vacation and holidays, health/dental/vision insurance, parking, and other benefits.

Positions are available in our Washington, DC office and nationwide based on experience.

**Please send Cover Letters and Resumes to Hiring Manager at [Solutions@WWSG.com](mailto:Solutions@WWSG.com)**

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