

Local Search Masters  
209 10<sup>th</sup> Ave S. Ste 212  
Nashville, TN 37203

Position Title: Sales Associate

Position Description: Local Search Masters, a leading digital marketing firm specializing in online marketing and organic SEO, is currently looking for a sales associate to help us bring on more quality clients and establish partnerships with outside marketing, advertising and PR firms.

Responsibilities:

- Sell and promote LSM's online marketing services in the Middle Tennessee area.
- Attend networking events, industry-related conferences and other social engagements.
  - Chamber meetings, Digital Nashville events, mixers, etc.
- Develop individual prospect pipeline (with support from LSM) and establish meaningful relationships in Middle Tennessee.
  - Should understand how to utilize tools like Google, LinkedIn and Business Journal's to fully understand prospective clients.
- Effectively follow up with prospective clients.

Expectations:

- Keep abreast of latest trends in technology as it relates to core competencies of this position.
  - We'll provide you with the information, you'll just need to read it.
- Hustle: This is not an 8-5 style job. Every LSM employee keeps a balanced life and has a good amount of personal freedom, but puts in the hours needed to complete their assigned responsibilities.
- Be prompt, courteous and able to interact with different types of people on a regular basis.
- Follow the sales guidelines of LSM – you're not going to be "hard selling" people.

Requirements:

- Education: 4-year Degree.
- No sales experience required. If you're friendly, intelligent, and can think for yourself you should fit in well.
- Ability to multi-task and prioritize projects.
- Strong written and oral communication skills.
- Proficiency in Microsoft Office.
- Self-motivated. You should want to work hard and help grow LSM.

The ideal candidate would also include the following:

- Have 1-2 years experience in online marketing.
- Have a well-developed LinkedIn profile and network of contacts.
- Be involved in non-profit organizations and athletic activities.
- Salesforce experience.

Be ready to provide references and take a series of personality assessment tests. Local Search Masters offers competitive salary compensation, a comprehensive benefits package and professional growth opportunities (we're a growing company, if you do well in your position you will have an excellent chance of promotion).

Pay: Base + Commission:

- First year – expect around \$35,000 - \$60,000
- Second year – expect around \$45,000 - \$85,000

#