

DIAMOND *Academy*

SalesPerson

SUMMARY

This role is responsible for serving as the point of contact between Diamond Academy and its prospective clients.

POSITION OVERVIEW

This is a full time commission based position.

This is a virtual position and it isn't always a 9-5 job. This position involves working some evenings and weekends, and at times, responding to team members outside of normal business hours.

DIAMOND ACADEMY'S MISSION

To facilitate elevation in the human experience of life individually, while having a combined impact on the greater consciousness and experience of life globally.

We live out our mission through courses, masterclasses, retreats and live events.

YOU'RE PERFECT FOR DIAMOND ACADEMY IF YOU'RE...

- tech-savvy and resourceful.
- Basic Skills and understanding of Social Media Platforms such as Facebook, Instagram, Tik Tok
- empowered when given responsibility and run with it.
- detail-oriented and you have a keen eye for it.
- Self Disciplined - super efficient and know how to get things done!
- a learner at heart and professional development has become innate.
- proactive + organized.
- Has a knowledge and willingness to learn about manifestation/mindset
- Love engaging and encouraging others

DUTIES & RESPONSIBILITIES

Include the following, but not limited to:

- Identify new leads and educating prospective clients on current Diamond Academy programs and events

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- Continue to support current clients with information regarding all current and upcoming programs and events
- Organize your activities to complete sales
- Tracking and Reporting of individual Sales Activities
- Execute reaching out, engaging and closing sales with paid distributed leads
- Organic Lead Generation and Reaching out
- Attend weekly team meetings and all Diamond Academy live events

Requirements

Include the following:

- At least 1 year selling high ticket offers
- Has taken Remote Closing Academy by Cole Gordon or a course in similar nature.

If you have experience in the following areas, it's a PLUS!

- You have experience with Hubspot or another CRM
- You are familiar with the Live Launch method and basic marketing knowledge
- You have experience using Microsoft Outlook, Microsoft Teams, and Zoom,

SKILLS & ABILITIES

The ideal individual possesses the following strengths and skills:

- Resourceful and reflective for problem solving
- Self-starter and assertive
- Excellent communication and collaboration skills
- Coachable, receive feedback with ease
- You are passionate about helping people
- You are energetic and enjoy connecting with people