

School and Youth Sales Representative

Job Description

This is a Year Round, Full Time position

A formal resume attached to this application is required for consideration

Summary:

- Fulfilling waste & water education contracts and meeting annual budgets.
- Provide direct sales support for all Discovery Cube properties.
- Actively engage in local/regional school circles. Meet with educators via in person and virtual appointments.
- Stay in front of the school calendar on a rolling year basis.
- Aggressively pursue new groups for all Discovery Cube properties via cold calls, prospecting and events, while maintaining all existing relationships.

The list of job elements, responsibilities, skills, duties, requirements, or conditions is not exhaustive, but is merely the most accurate list of the current job.

Management reserves the right to revise the job description and to require that other tasks be performed when the circumstances of the job change, for example, emergencies, changes in personnel, workload or technical development.

Benefits Offered

- Eligible full-time employees also receive option for health, dental, vision insurances, etc. and 401(k)
- Paid vacation and sick time
 - Equal Opportunity Employer/ Veterans

Required Skills

- Sell qualified new and existing business segments at DC properties.
- Optimize sales revenue of current customers and prospects within assigned book of business.
- Deliver sales presentations to individuals and small groups of prospects in person and virtually
- Perform outbound telemarketing sales campaigns to new prospects and past customers.
- Communicate the unique benefits of the company's properties to prospects.
- Maintain sales activity information in a company-approved system.
- Generate a variety of sales reports (sales and administrative) weekly.
- Travel regionally to represent the company at conventions and shows, or to make sales calls, as requested.
- Assist in special projects or other duties that may be assigned.
- Ability to support and encourage teamwork and sales within the department.
- Ability to perform administrative duties in an accurate and timely manner.
- Ability to work effectively with other departments in the company.
- Ensure proper handling of customer credit card information in compliance with Property Procedures and Purchasing Card Industry (PCI) standards.

- Proficient basic computer skills (Microsoft Word, Outlook, CRM etc.) and above average math skills for computing ticket sales programs and sales contracts.
- Ability to maintain required attendance.
- Project a professional image and be a positive company spokesperson.
- Be cooperative and flexible and have the ability to manage multiple projects and frequently-changing priorities.
- Be self-motivated and have the ability to work in a fast-paced, highly-interactive environment.
- Self-discipline to work with minimal supervision and to prioritize and complete work assignments in a timely manner.
- Maintain professional appearance, abiding by company dress code.
- Ability to clarify job assignments and accept responsibilities for projects and deadlines.
- Other duties as assigned.

Required Experience

- Minimum of two years' successful sales experience preferred.
- Prefer sales experience in the hospitality industry.
- Prefer College Degree in Marketing or related field.
- Achieved significant positive results in previous sales position(s).
- Stable work history.
- Professional judgment to resolve customers' needs while regarding company policies and procedures.

Job Location – Santa Ana, CA

Position Type - Full-Time/Regular