

## Commission Based Membership Sales Representative

The Calgary Chamber of Commerce is one of the most active Chambers in Canada. With an incredible assortment of Membership Benefits and Privileges, the Chamber is the city's most comprehensive business organization. Lead by a dedicated team of volunteers and full-time staff, the Chamber provides a forum for debate on critical issues and is a destination for networking with other members of the Calgary business community.

In 2011 the Calgary Chamber of Commerce will embark on its 120<sup>th</sup> year of service. Management and the volunteer board of directors are focusing on the long-term sustainable growth of the Chamber. We are currently looking for four outgoing commission based Membership Salespeople.

### Key Accountabilities:

- Identify prospects, grow sales, bringing in new members and source new markets
- Key account business development
- Build sales opportunities by establishing a marketing presence; preparing strategic sales plans; developing leads
- Recognize new opportunities to promote the benefits of our services
- Engage in relationship building and networking activities to develop additional sales opportunities
- Recognize new opportunities to promote the benefits of our services
- Operate within the philosophy, culture and core values of the organization

### Must demonstrate the following:

- Self starter, capable of identifying the need for and taking independent action
- Proven ability to think strategically and creatively to build awareness of the Calgary Chamber of Commerce
- Ability to understand members diverse perspectives and priorities
- Comfortable interacting with key business decision makers
- Strong written, oral communication and presentation skills
- Excellent organization and time management skills

### Qualifications

- Minimum 3 – 5 years experience in sales
- Contact knowledge and networking skills
- Experience prospecting and developing new accounts
- College/university degree or equivalent business experience
- Vehicle required for travel

### Compensation

- Commission paid on sliding scale from 60% to 90%
- Targeted monthly earnings of \$6,500 set at 20 base sales a month
- Mid-month draw on commission
- Full benefits and RRSP matching plan after 3 months

Send resume to Frank Roberts [froberts@calgarychamber.com](mailto:froberts@calgarychamber.com)