



<https://tarheel.media/career/outside-sales-representative-4833273/>

Outside Sales Representative

Description

Tarheel Media, a brand of MLW and Associates, LLC, is seeking a self-directed Outside Sales Representative to develop new business relationships throughout North Carolina.

This is a commission-only, performance-driven position without a salary, hourly wage, guaranteed hours or guaranteed earnings. It is intended for an experienced, entrepreneurial salesperson who wants substantial earning potential tied directly to measurable results.

The representative will identify prospective clients, meet with businesses in person, understand their needs and present appropriate Tarheel Media services. Those services include website design and development, digital marketing, search optimization, managed hosting, business email, cloud collaboration, analytics and related business technology.

Administrative work and follow-up may be completed remotely. However, this is a field-sales position—not a telephone-only or internet-only sales position. Regular in-person prospecting, networking and client meetings are essential.

A successful representative may have the opportunity to advance into sales management and eventually help recruit, train and lead an expanded sales team.

This is an at-will, commission-only outside sales position. Commission eligibility, payment terms and other employment conditions will be provided in writing before employment begins.

At least one year of business-to-business outside sales, business development, account management or comparable entrepreneurial sales experience is preferred.

Applicants without conventional sales experience may be considered if they can demonstrate a credible history of independently developing relationships, generating opportunities and producing measurable results.

Skills

- Business-to-business prospecting
- Consultative and relationship-based selling
- Lead qualification and needs discovery
- In-person presentations and professional networking
- Consistent prospect and customer follow-up
- CRM and sales-pipeline management
- Clear written and verbal communication
- Proposal and opportunity management
- Account development and customer upselling
- Personal organization and time management
- Basic understanding of websites, marketing or business technology
- Ability to explain technical services in practical business language

Hiring organization

Tarheel Media, a brand of MLW And Associates, LLC (A North Carolina LLC)

Employment Type

Part-time

Beginning of employment

As soon as a qualified applicant is selected and the written employment and commission agreements have been completed.

Duration of employment

Ongoing and performance-based, with an initial 30-day evaluation period. Continued employment depends on legitimate field-sales activity, accurate CRM records, professional conduct and the development of a credible sales pipeline. Employment remains at will and may be ended by either party in accordance with applicable law and the written agreement.

Industry

Digital Marketing, Web Design, Web Development, Managed Hosting and Business Technology Services

Experience

no requirements

Education

no requirements

Job Location

705 Washington St, 27253, Graham, North Carolina, USA

Working Hours

Flexible and self-directed, with no guaranteed minimum number of hours.

The representative determines much of their own field schedule but

Responsibilities

- Develop an independent pipeline of prospective business clients.
- Visit prospects and customers throughout an assigned North Carolina territory.
- Attend appropriate networking and community events.
- Conduct discovery conversations and identify legitimate business needs.
- Present suitable Tarheel Media services without misleading or high-pressure tactics.
- Follow up with prospects consistently and professionally.
- Contact assigned existing customers regarding appropriate upgrades and additional services.
- Record leads, conversations, meetings, proposals and next actions in Tarheel Media's CRM.
- Maintain accurate contact and opportunity information.
- Move personally developed opportunities through the sales pipeline.
- Coordinate accurate handoffs after a customer accepts a proposal.
- Protect confidential customer and company information.
- Represent Tarheel Media professionally and accurately.
- Follow all written pricing, commission, privacy and sales policies.
- Report meaningful field activity and sales results.

Qualifications

- Demonstrated ability to initiate conversations and develop business relationships.
- Comfortable prospecting without relying exclusively on company-provided leads.
- Able to work independently without continuous supervision.
- Reliable follow-through and attention to detail.
- Professional written, telephone and in-person communication.
- Regular access to a computer, smartphone and reliable internet connection.
- Reliable transportation and the ability to travel throughout an assigned territory.
- Legally authorized to work in the United States.
- Willingness to work under a commission-only compensation arrangement.
- Willingness to document sales activity accurately in the company CRM.
- Ability to protect company pricing, customer information and other confidential material.
- A verifiable record of ethical conduct and professional reliability.
- No formal degree is required – Demonstrated sales ability, judgment, communication, initiative and reliability are more important than a particular educational credential.

Job Benefits

- High, uncapped commission tied directly to qualifying collected business.
- Flexible, self-directed field-sales schedule.
- Remote completion of CRM updates and administrative work.
- Training on Tarheel Media's services, systems and ideal clients.
- Access to company sales materials, service information and CRM resources.
- Direct communication with company leadership.
- Opportunity to develop both new accounts and assigned existing-client opportunities.
- Ability to influence the development of Tarheel Media's sales procedures.
- Performance-based opportunity to advance into sales management.

must remain available for scheduled customer meetings, follow-ups and occasional company meetings. Regular in-person sales activity is expected during each active workweek.

Date posted

September 9, 2026

Valid through

31.12.2026

- Potential opportunity to recruit, train and manage a future sales team.

Traditional benefits such as health insurance, retirement contributions and paid leave are not currently provided for this position.

Contacts

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Applications should be submitted through the application form attached to this posting.