



<https://tarheel.media/career/sales-contractor/>

Sales And Marketing Contractor

Description

Tarheel Media, DBA MLW & Associates, LLC is a dynamic and innovative web design, web development, and digital marketing company dedicated to helping businesses thrive in the online world. We specialize in creating captivating websites, developing robust web solutions, and implementing effective digital marketing strategies tailored to our clients' needs. As we continue to expand our client base, we are seeking a talented Sales and Marketing Contractor to join our team on a contract basis. This role offers the opportunity to collaborate with a diverse range of clients and contribute to our company's growth trajectory.

Responsibilities

1. **Sales Strategy Development:** Collaborate with the management team to develop comprehensive sales strategies aligned with company objectives. Identify target markets, industries, and potential clients to pursue.
2. **Lead Generation:** Utilize various channels such as cold outreach, networking, social media, and digital marketing to generate leads and expand the client base.
3. **Client Engagement:** Build and nurture relationships with prospective clients, understanding their unique requirements and pain points. Conduct consultations, presentations, and product demonstrations to showcase our services and solutions effectively.
4. **Proposal Creation:** Prepare tailored proposals, quotations, and presentations in response to client inquiries, ensuring alignment with their needs and expectations.
5. **Contract Negotiation:** Negotiate contract terms, pricing, and timelines with clients to secure agreements and drive revenue growth.
6. **Marketing Campaigns:** Collaborate with the marketing team to develop and execute targeted marketing campaigns, including email marketing, social media advertising, content marketing, and SEO, to increase brand visibility and attract potential clients.
7. **Market Research:** Stay abreast of industry trends, competitor activities, and market developments to identify opportunities for business growth and innovation.
8. **Reporting and Analysis:** Track sales metrics, pipeline activity, and campaign performance using CRM systems and analytics tools. Provide regular reports and insights to the management team to inform decision-making and strategy refinement.

Qualifications

- Proven track record of success in sales and marketing roles within the web design, web development, or digital marketing industry.
- Strong understanding of web technologies, digital marketing concepts, and industry trends.
- Excellent communication, negotiation, and presentation skills.
- Self-motivated with a results-driven approach and the ability to work independently.

Hiring organization

Tarheel Media Digital Marketing

Employment Type

Contractor

Industry

marketing

Experience

36

Education

bachelor degree

Job Location

North Carolina, USA

Remote work from: USA

Date posted

February 24, 2024

Valid through

05.04.2024

- Proficiency in CRM software, marketing automation tools, and Microsoft Office Suite.
- Bachelor's degree in Marketing, Business Administration, or a related field preferred.

Job Benefits

- Competitive commission-based compensation structure.
- Flexible remote work environment.
- Opportunity to collaborate with a diverse and talented team.
- Potential for long-term engagement and growth within the company.

Contacts

Interested candidates should submit their resume and a cover letter outlining their relevant experience and why they are the ideal candidate for this role. Please include any relevant portfolio samples or case studies demonstrating your past achievements in sales and marketing within the web design, web development, or digital marketing industry.

Tarheel Media, DBA MLW & Associates, LLC is an equal opportunity employer and welcomes candidates from all backgrounds to apply.