



SALES REPRESENTATIVE-New York City, NY

One of the world's premier Speaker's Bureaus is looking for a savvy, intellectually charged, 'A' Salesperson to work in its literary division.

If you thrive in a high energy, fast-paced intellectual environment, it's time to get in touch with us.

We represent more than 100 celebrity speakers including distinguished politicians, business and management experts, award-winning journalists, best-selling authors and entertainment icons.

The PERFECT Applicant:

- Is a voracious reader, and has a knowledge of what is being published successfully
- Talks literature, is immersed in current events, international affairs and politics
- Is an excellent communicator, savvy negotiator with an extremely professional phone presence
- Has experience developing leads, cold calling, prospecting, presenting and CLOSING deals
- Has met sales goals and has proven sales experience
- Exhibits the utmost diplomacy and grace under fire

What Will Make You Stand Out:

- Experience in Publishing, Politics, PR or media
- Contacts in the corporate, trade association, or other niche marketplaces
- Experience working with event managers or CEO/Senior VPs
- A proven closer

Salary is commensurate with experience.

To Apply:

Send a resume and cover letter stating "Why you should be hired" to careers@greatertalent.com using the subject "SALES AGENT".