

We are expanding and hiring seasoned professionals as lecture and entertainment sales agents. We are seeking candidates who would like to take their drive to succeed and apply it to a lucrative business career. You will focus on learning the business while growing existing accounts and expanding sales territories.

In this role, you will act as agent to political figures, renowned authors, Hollywood personalities and business leaders on the lecture circuit. It sounds glamorous and it frequently is. Yet it is most definitely a sales position and you will spend the majority of your time on the phone, closing deals. It is a very dynamic environment with unlimited opportunity to succeed by earning big dollars for you and the organization.

Selling to companies, including Fortune 500 companies, trade associations and town halls, agents are also responsible for overseeing all aspects of event from contract to itinerary sale to payment. This is a commission based position with very high earning potential. Commission paid up to 35%.

If you are a motivated, self-starter who enjoys wearing many hats, thrives in fast-paced environments and is hungry to take the business world by storm, we encourage you to apply to GTN.

Requirements:

- Minimum of three years sales experience, big ticket intangibles a plus
- Professional phone presence and comfort making cold calls is expected
- Experiencing servicing events and customers
- An abiding passion for politics, sports and current events
- Diplomacy and grace under pressure
- Extremely detail oriented and big picture focused
- Fluent with Microsoft Office Suite

Preferred additional assets:

- Some experience in Entertainment, PR or media
- Contacts in corporate business
- Experience working with event managers or planning corporate events

Please send resume and cover letter using the subject "SALES"