



# COMMISSION SALES REPRESENTATIVE

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If you're looking to represent a company based on integrity and teamwork, that works with business owners and executives to build a growing strategy, with tools that include psychometric assessments, apply now!

JANUARY 1, 2017  
SONATA VENTURE SOLUTIONS  
39 E. Main Street | Westminster, MD 21157

# sonata venture

Aligning People, Performance & Strategy

## Now Hiring: Consultative / Solution Sales Representative

Sonata Venture Solutions LLC is a firm specializing in providing small/mid sized businesses with strategic planning, financial visioning, executive coaching / consulting, and helping companies grow. Offering businesses a simple, effective, and affordable way to plan and build out their companies. Sonata Venture has recently added a new tool, Predictive Index to its portfolio. Predictive Index is a science-based methodology which provides companies the ability to understand what drives workplace behaviors so they can ensure alignment, drive success, and achieve your business objectives faster.

We are aggressively recruiting for an energetic, driven and savvy sales representative to help us reach our fiscal goals. We are currently seeking an **Outside Sales Representative** who will be responsible for identifying and aggressively prospecting new business accounts. We are looking for enthusiastic, positive and motivated individuals who can take the training and tools for success given to them to achieve and exceed sales goals.

### Essential Duties & Responsibilities:

- Aggressively prospect, develop, and close leads using a variety of online and offline sources.
- Work directly with businesses to discuss and understand their needs and then develop customized solutions to drive leads to their business.
- Own entire sales process from prospecting to completion of the sale; including contracts and obtaining payments ensuring a superior customer experience.
- Ability to utilize technology to engage clients.
- Meet and exceed individual weekly and monthly sales goals.
- Grow a book of business.
- Territory is unlimited in the United States.

### Do you have what it takes to be successful at Sonata Venture?

- Strong business development focus, willing to prospect and uncover new potential clients and drive to develop opportunities from prospect level through to deal close.
- An understanding and passion for a service-oriented, solution/ consultative sale.
- Individually driven to work in a highly competitive environment where success is the only option.
- Demonstrated ability to thrive in a very structured environment.
- Relentless persistence in a competitive marketplace.

### A few points about why it's great to work at Sonata Venture:

- Uncapped commissions.

Extensive portfolio of products and partnerships. Learn more about Sonata Venture Solutions, the company, team and offerings at [www.SonataVenture.com](http://www.SonataVenture.com). [Take your PI today!](#)