



## **Job Description – Outside Sales Representative / Account Manager / Art Consultant**

### **Company Background:**

Artwork Network is an art consultation firm based in Denver, CO. We have developed a web-based consultation process that engages our clients from start to finish. We were established in 2004 and have a showroom in the heart of the Arts District on Santa Fe in Denver.

### **Job Description:**

An outside sales rep for Artwork Network (AN) will be responsible for promoting all of Artwork Network's services. AN's primary focus is to position ourselves in the marketplace (Denver, Phoenix, Austin) as viable, experienced and capable art consultants for small or large scale art purchases.

An Artwork Network sales rep will call on pre-determined targeted market segments in order to increase awareness and sales through our "Technology driven art consultation" service. We will position ourselves to compete with established, large scale commercial art consulting firms.

[www.artworknetwork.com](http://www.artworknetwork.com)

The purpose of the "Customized Art Plan" is: Technology driven, customized art consulting for large scale commercial projects and private collections.

Our primary target market segments are defined as: Specifiers, Referrers and Enthusiasts who all have the ability to purchase art directly for placement in large-scale commercial, smaller residential projects and private collections.

Artwork Network sales reps will be:

- Professional
- Confident
- Well-spoken
- Enthusiastic
- Team player

### **Expectations:**

- Must be self-starting, detailed individuals with a passion and understanding for creating long-term, relationship based, commission based, consultative sales.
- Proven ability to identify, market and develop profitable accounts and an innate sense of how to progress clients, accounts and opportunities from inception to final sale and beyond.
- Proven sales experience a plus with annual sales exceeding \$250,000.
- Sales experience within AEC (Architecture, Engineering & Construction) industry a plus.

- RMS (Relationship Management Software) experience a plus, specifically Salesforce.com is preferred.
- Proven ability to manage multiple complex projects and keep them moving forward.
- Ability to generate new ideas for effective marketing collateral & sales processes.
- Comfortable thriving in an entrepreneurial environment.
- Ability to effectively manage sub-contractors who may be involved in any site-specific, custom artwork and installations.
- Experience working with interior designers, architects and other specifiers, fabricators or installers in various phases of a project is a plus.
- A passion for original artwork and art related services.
- Comfortable selling contracts to exceed \$10,000 and sales cycles to exceed 6 months in some cases.
- Ability to achieve gross sales to exceed \$250,000.
- Schedule and make group presentations within target markets including: architecture firms, interior design firms, real estate teams, real estate developers, property managers, etc. Group presentations will be a primary method of delivering our message and can be made to groups of 2-50 people.
- Track all leads and contact in Salesforce.com with regular reporting to National Sales Manager.
- Manage "incoming" sales through walk-in traffic.
- Become experts at our new "Customized Art Planning" service. This will include qualifying leads, educating, marketing, following up, positioning, stating features and benefits, making presentations, creating detailed proposals, and securing contracts and project management. You will act as the primary point of contact for any ongoing projects.
- Work closely with in-house sales support & marketing staff to work through all aspects of marketing, proposals, projects and contracts.
- AN has an aggressive, commission driven compensation package and will provide effective sales management tools to give our sales reps tools to succeed.

Please make any inquiries to:

Jonathan Howie  
 National Sales Manager  
 Artwork Network  
 303-388-7420 showroom  
 303-525-4234 mobile  
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