

Contract Sales Detailed Job Description

12/2/11

As a Webb Electronics (Established in 1986) Contract Sales Representative your primary goals will include contacting High School, College and Middle Schools in your local area. You will be calling on Football, Basketball, Volleyball, Soccer and several other sports. You also will be contacting other organizations such as JROTC and Band Directors in these organizations. The intent of your sales calls are to promote and sell Webb Electronics' products ranging from Fundraising, Player Management and Sponsor Management Tool and specialized sports video and game analysis software to video hardware such as camcorders, specialized VCRs and our Cowboy Remote line of products.

The ideal Contract Sales Representative is self motivated, can commit to a minimum of 20 hours per week of work, will complete a self paced, on-line training program and has experience or is willing to make cold calls via phone and in person. **This Contract Sales Representative position is a commission only based position, however we offer a very aggressive commission schedule.**

Other minimum requirements to be considered for this position include:

- You must have high speed Internet access
- You must have knowledge of the Educational Organizations in your area. Sports experience will help in selling sports video related equipment.
- A PC computer (preferably a laptop to be able to make in person sales calls)

Once accepting the position of Contract Sales Representative you will be expected to complete your on-line training with help from our Corporate Office in Dallas. You will be trained in the use of our on-line Customer Relations Management tool and the products you will be selling. Our Customer Relations Management tool is a database of over 35,000 organizations across the country. Once trained on how to use the CRM tool you will have access to organizations in your area. From the CRM tool you will be able to send email-blasts, create and email quotes and generate sales reports that enable you to track your customers and your success.

In addition to providing you training and access to a contact database, Webb Electronics will also provide you with additional sales tools and opportunities as your experience and success grows with the company. As you complete different levels of training Webb Electronics will provide the following:

- Personalized business cards
- A Cowboy Remote to use during demos and sales calls
- A Webb Electronics email address
- Sports video editing software programs for your computer
- Webb Electronics will pay the entry fee for a booth space for you to attend local Coaches' Clinics

Webb Electronics has a team of sales and marketing professionals to help you along the way. You will be required to complete the training on your own, but support and answers to your questions are just a phone call away.

For more detailed descriptions on our products visit our web site, www.webbelectronics.com ...

Email Resume to jobs@webbelectronics.com

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