

ReminderMedia

# SALES CAREERS

THANK YOU  
for considering  
ReminderMedia as  
the next stop of  
your professional  
journey!

The Direct Sales Account Executive is a fully-remote position that conducts outbound, business-to-business phone calls, selling our flagship marketing tools—American Lifestyle, Business in Action, Start Healthy, and Good to Be Home magazines—to prospective clients. Placing a high-volume of outbound calls to prospects in relationship-based businesses, such as real estate agents and financial professionals, Account Executives close deals with new clients—helping those clients stay connected with their top contacts and referral sources to generate more repeat and referral business. Successful Account Executives have high-energy, extraordinary work ethic, unwavering drive, and fearless closing skills. They follow a proven sales script to effectively engage prospects, overcome objections, and close the sale in one call. As the driving force behind our organization’s historical success and future growth, this opportunity provides talented closers with the highest earnings potential of all positions on our virtual sales floor!

Key Performance Indicators for the position include 200 outbound dials per day, 4 hours of phone time per day, and average sales per day.

▶ [Show me the money!](#)

# COMPENSATION

## DIRECT SALES ACCOUNT EXECUTIVE

### COMPENSATION PLAN

#### Base Compensation

The starting base rate is \$16.82/hour (\$35,000 annualized).

#### Commission

Commission is uncapped and paid at a flat rate per sale. The plan is tiered so—as you achieve more sales—you are awarded a higher amount per sale. Commission is paid current—all sales from a pay period are commissioned in the very next bi-weekly paycheck.

Sales per Pay Period	Commission per Sale
0-10	\$25
11-15	\$50
16-19	\$95
20-21	\$107
22+	\$120

#### BREAKING THE BANK

You begin earning annual bonuses for as much as \$84K after completing your first calendar year of employment!

### MERIT INCREASES

Account Executives receive pay increases for hitting career sales milestones that can be achieved as early as the first year of employment. In as quickly as two years, you can earn promotion to a senior role with an annualized base pay of +\$5000 more than the starting amount.

### NEW HIRE BONUS PLAN

To support Account Executives' earnings as they complete training and become proficient with our sales process, a bonus plan is in place that awards up to \$10,000 within the first 6-months of employment. These bonus amounts are in addition to the standard commissions and based on the achievement of sales milestones within established time periods.

Sales Milestone	Days	Bonus Amount
1	12	\$500
8	30	\$750
20	60	\$1,250
40	90	\$1,500
65	120	\$2,500
125	180	\$3,500

#### MONEY TALKS

The best 20% of our virtual sales floor exceeds \$200K in annual earnings!

#### BRING HOME THE BACON

If you average 22 sales per pay period, you'll eclipse six-figures with \$103,640 in gross annual earnings!

#### STRIKING IT RICH

Top closers in the role exceed \$350K annually!



**ReminderMedia**  
Account Executive  
**\$133,506**

### NEXT STEPS

As the first step of the interview process, applicants must complete a brief assessment. Click below to get started.

▶ [Let's do this!](#)

# VALUE PROPOSITION

Our Account Executive position helps professionals in relationship-based businesses—such as the real estate agents, insurance agents and financial advisors—close more deals and retain more business by enrolling in our flagship marketing product. The most critical factor in the success of these relationship-based businesses is getting past clients and top contacts to know, like and trust them so they generate more repeat and referral business which leads to greater revenue.

The value proposition of our flagship marketing tool—our customizable magazines—explains how we help clients accomplish this: **WHAT** problem our product solves for our clients, **HOW** it solves the problem and **WHY** it works. Demonstrating a strong understanding of our products in the interview process helps hiring managers realize you have done your homework and are committed to a career with ReminderMedia.

## **WHAT?**

A struggle of professionals in relationship-based businesses is failing to stay connected with their top contacts—such as previous customers, their sphere of influence, and prospects—to capture leads and convert those leads into transactions.

## **HOW?**

We overcome this struggle with a beautiful 48-page coffee-table-quality publication sent directly to their top contacts. These are customized magazines that prominently display our client's photo, branding and contact information and include letters that can be personalized to each individual recipient.

## **WHY?**

It works because—unlike traditional forms of marketing where the professional's contact information may get tossed in the trash or forgotten—the magazine is perceived as a gift by the recipient. It makes it past the trash can and into the home, keeping the professional in the presence of opportunity and top of mind at a relationship level. When a need for their services or a referral opportunity arises, our tool helps our clients to generate those leads and convert them into transactions.



# OVERCOMING OBJECTIONS

Effectively handling objections is essential to becoming a top producer in any sales role. We train a three-step process for overcoming objections: *acknowledge, isolate and overcome*. During interviews with our sales managers, candidates are asked to role-play how they would respond to various objections. Candidates who demonstrate they understand and can apply this process will have a leg-up in being selected for hire.

Before presenting against an objection, strong closers **ACKNOWLEDGE** it by carefully listening to the full objection, verifying their understanding of it and empathizing with the prospects' concerns. Being poised to tactfully paraphrase an objection before addressing it, helps lower the prospect's guard and re-establishes the connection so they are open to the presentation of a different perspective.

After acknowledging an objection, the effective salesperson looks to **ISOLATE** it as the only reason why the prospect would not move forward with the sale. Often the prospect's initial objection is not a true reason but rather a 'smoke screen' intended to dismiss the salesperson. Effectively isolating the response, helps the salesperson confirm that the objection is the true and only reason holding the prospect back from enrolling

Our 'risk free trial' is one of the most effective and universally applicable tactics to **OVERCOME** objections. If a prospect agrees to enroll but has a change of heart—after reviewing their budget...or seeing a sample...or any other point before the magazine prints—we would issue a full refund. With unwavering confidence in our products' quality and effectiveness our marketing tools, the prospect can be assured they will not regret their purchasing decision.

## ACKNOWLEDGE

*“I completely understand why you would want to talk it over with your partner. If I was presented with an opportunity that could impact my success as significantly as this, I'd want to involve my partner as well. To clarify, when you say 'partner' are you referring to a business partner or your spouse?”*

## ISOLATE

*“Let me ask you, is talking it over with your spouse the only thing preventing you from moving forward or are there any other reasons for hesitation? If your spouse saw the same value in this tool as you and I, would you be willing to sign up?”*

## OVERCOME

*“Great. Let's start you off with a Risk-Free Trial so all you pay now is a \$99 setup fee. That connects you with a marketing coach to show you and your spouse how our product line will help you close more deals. If you decide not to move forward with printing—this fee is fully refundable. I just need the credit card information for the setup fee to get started. Do you use your middle initial on that card?”*

# KEYS TO SUCCESS

New employees hired into our Direct Sales New Hire Training Program experience world-class development structured around our flagship marketing tools. To help candidates better understand what it takes to succeed in this program and its interview process, we have compiled the top keys to success from the leaders of our sales department.

## WORK ETHIC & ATTITUDE

If you're looking for a remote job where you can step away to pick-up dry cleaning, go to the bank or grab coffee throughout the day, this isn't that job. You do get standard lunch and break periods, and you'll work a traditional full-time schedule with no nights, no weekends, no commute with generous paid time-off and holiday benefits... but, for the 40 hours of work each week, you will be pounding the phones, making lots of calls and dealing with lots of rejection. It's definitely not for everyone but—if you're looking for a good job at a good company where you can clear six figures based on your talent, hard work and a positive attitude—best of luck in your interview. You can do very well here.



## COACHABILITY

Our flagship marketing tool transcends traditional forms of marketing. The entire concept is quite unique. To educate prospects most effectively on this unique concept, we follow a unique sales process. That process is time-tested and proven to work. Though many new employees join us with tremendous amount of sales experience, our most successful additions to the team check prior knowledge at the door and commit to learning our sales process from the ground up. We will provide you with a detailed sales script. If you can commit to learning this script, trusting it, practicing it and perfecting it, we will commit to making you extraordinarily successful.

## CLOSING SKILLS

Over the past two decades, ReminderMedia has served as a lifeline for countless small businesses, changing the lives of the individuals who have entrusted us with the privilege to call them our clients. Before we could make this life changing impact on our clients and their families, someone needed to convince them to give us a shot. Our sales team understands the tremendous returns achieved from investing in our marketing tools and they persistently and enthusiastically present that opportunity to prospective clients. Though prospects may object—they 'want to see a sample first' or they're 'driving at the moment'—our team understands that a prospect who hangs up the phone will sadly never realize this opportunity. Fueled by this understanding, top closers passionately overcome objections and fearlessly exhaust all efforts to lead prospects to follow-through with enrollment. They are unwavering to achieve the sale on the first call instead of allowing a prospect to fail their business by hanging up the phone.