



**14615 Triskett Road \* Cleveland, Ohio 44111-3123**

**Position:** Account Representative. Part-time, remote, twenty hours per month.

**Position Description:** iIrish Sales Representatives are responsible for researching and cultivating advertisers for the monthly iIrish newsmagazine. B2B and B2C sale success; ability to produce consultive solutions to overcome perceived problems with a positive outcome within our platform; established cold calling success, with focused selling skills; to generate leads, qualify prospects and establish pipeline development; **Possess the desire to make a difference for our customers, and our company**

A successful iIrish sales representative is self-motivated with high energy. This is a part-time, remote position. If and when it moves to full-time is completely up to you, if you desire it. Significant growth and compensation opportunities are available for rainmakers.

**Responsibilities:** Develop relationships with targets, secure advertising for one-time event and long-term advertising in print, on the website, social media, and/or in the 2x a month podcast that alternates with the 2x a month eBulletin (15,5000 plus opted-in subscribers).

**Requirements:** Excellent research skills with thorough follow up and documentation are essential. Ability to creatively think and operate to find and secure new advertisers is also essential.

**Compensation:** 40% sale commission for new advertisers in their first year, 15% in 2<sup>nd</sup> year and forward, for as long as Sales Rep is employed with iIrish.

**To Apply:** Email cover letter with resume, detailing:

1. Why you are applying for the position – what are your goals?
2. Why your skills are a good match to be successful in this position?

to:

John O'Brien, Jr.

Publisher / Editor

iIrish

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