

Outside Sales/Marketing Associate - This skilled individual will serve as an Outside Sales Person with the objective to build his/her own team. The primary objective short term will be to market educational classes, camps, workshops and library programs to target markets. Medium term objective is to identify new markets and open up the sales and distribution channels. The long term objective is to develop a team of responsible employees and their support staff to go state/nationwide. Position requires working in a team-centered environment with strong collaboration. Minimum of 6 months of outside sales experience preferred. Position requires self-discipline and self-motivation for this individual to be the BEST!!! Sales is the main focus and the products are unparalleled, and the company is unique with several vehicles to carry its brands.

Since the business has a view toward worldwide markets, the working environment will become multicultural and diverse. We look for individuals who want to build a secure career, not a job. We require enthusiastic, energetic and teachable sales professionals. Our concept will enable you to develop a prestigious clientele for a lifetime. Our interview process is designed for you to get to know and understand 1st Class Kids organization and the exciting opportunity we offer. Candidate will be given strong strategic support from team members.

Work hours are generally from 9am – 5pm at home, or in office. This position is rewarded with a kind commission for 6 months with salary and benefits to follow. 1st Class Kids is leaving its startup phase and engaging its growth phase. Millions of dollars can be made in 3 to 5 years! This is not multi-level marketing. As we are an educational non-profit organization, we must use the funds wisely and your involvement will help us obtain our goals and objectives. Our products and services are a major mode of business sustainability. This position will capitalize on those opportunities. Promotions based on successful relationship building and selling performance. No politics, no games. This is a once in a lifetime opportunity to build your own sales division. Principles only may apply. Reliable applicants only.

Primary Responsibilities

Assist the CEO, Executive Director and Corporate Directors by making sales and creating opportunities via phone, internet and in person appointments. Report and update contacts database and future CRM. Development opportunities available based on professionalism for all kinds of opportunities in the education arena including global publishing, global contracts, developing and marketing a retail product line and several television series.

Skills Required:

- Strong MS computer skills
- Outside sales experience
- Service oriented personality
- High degree of motivation
- Self-starter with strong ownership
- Ability to work independently
- Strong commitment
- Willingness to assist other areas as needed
- Strong organizational skills
- Ability to take wise initiatives
- Ability to work under pressure
- Ability to prioritize and multi-task
- Strong interpersonal and communication skills
- Ability to retain focus
- Attention to detail

Position requires a high level of professionalism and discretion, position is high visibility with highly sensitive information. Successful candidate should demonstrate ability to create, and maintain healthy, professional, working relationships with business teams, as well as other employees. Effective and not intimidated when working up, down, and across the organization and different task levels even when people have different backgrounds, and/or education levels. While "emergencies" are infrequent, the ability to handle last minute requests, adjust priorities, and work in a fast-paced mode occasionally is critical, while being collaborative with other colleagues.

Must be able to work independently and the ideal candidate must reside in the D/FW, area.

1st Class Kids is an equal opportunity employer.