



Dare to inspire!



SUMMARY

<i>01</i>	<i>Who & what</i>
<i>02</i>	<i>Job Description</i>
<i>03</i>	<i>Core Functions</i>
<i>04</i>	<i>Details of Functions</i>
<i>05</i>	<i>Qualifications</i>
<i>06</i>	<i>Reporting</i>

WHO & WHAT

ARTIVIST is the three of us, Iulia, Adrian & Cristina (from left to right in the photo down below).

We LOVE art. We're passionate about both its less known history and its contemporary presence.

From the astronomically inspired motifs found in ancient architecture, to the anthropomorphic representations made by the genius Brancusi, we are fascinated by our immense artistic culture.

Therefore, we have a dream. One of playing a role in the journey to glory of the Romanian artistic culture. We want to guide our national conscience to make better choices when they choose entertainment. Because nothing can make you enjoy, learn and better yourself more than art.



We promote activism for the arts.

*We strongly believe in the phrase
"Change starts with you."*

Therefore, in the current context of globalization, we feel the need to fight for the preservation of our national culture. Our business model is based on the belief that entrepreneurial society should give something back.

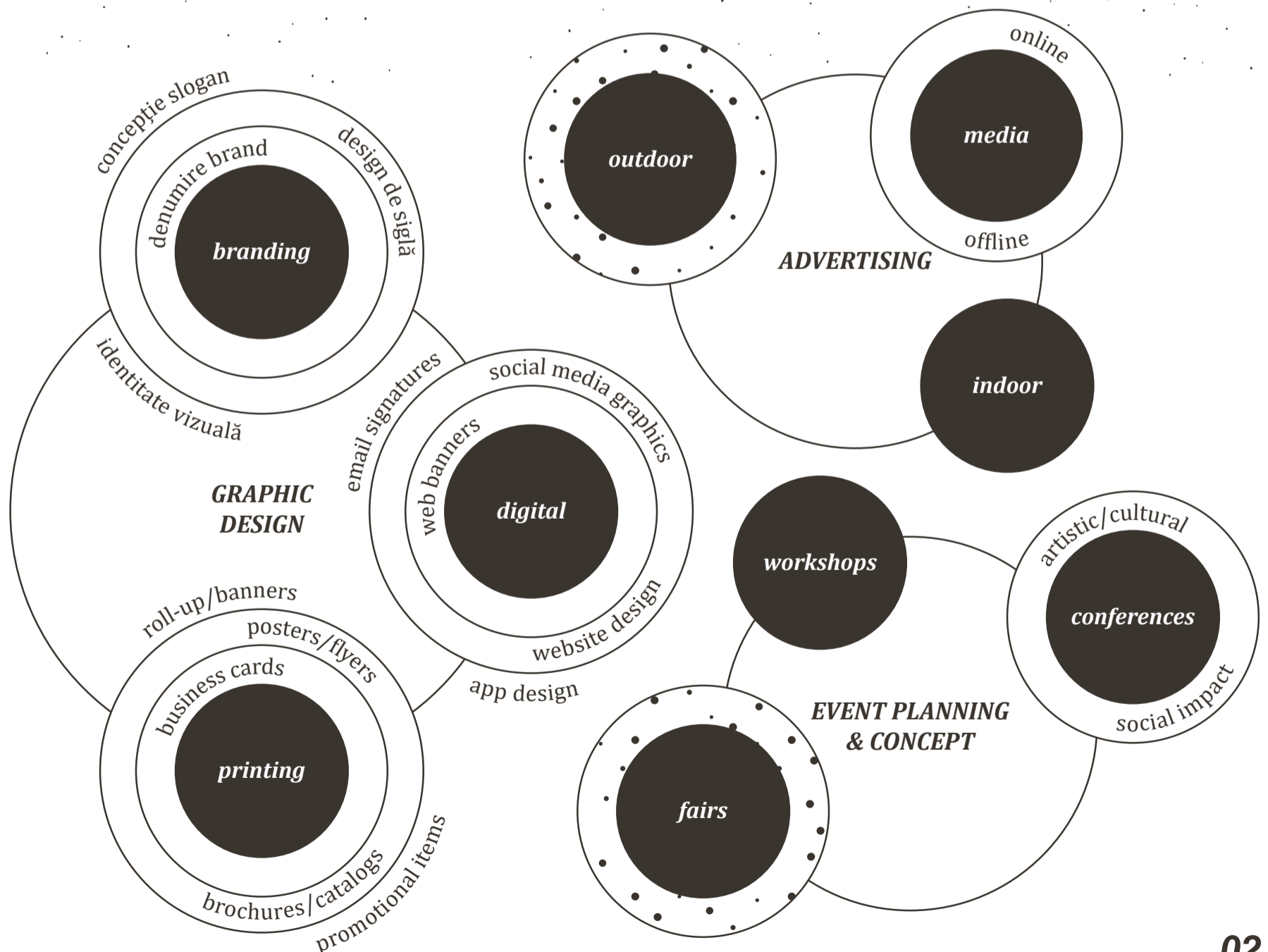
JOB DESCRIPTION - Sales Representative

So, if you feel you have the same values, please read on :)

*As a sales representative,
your main responsibilities would be to achieve maximum
sales profitability, growth and account penetration within
the event segment by effectively selling
the company's services.*

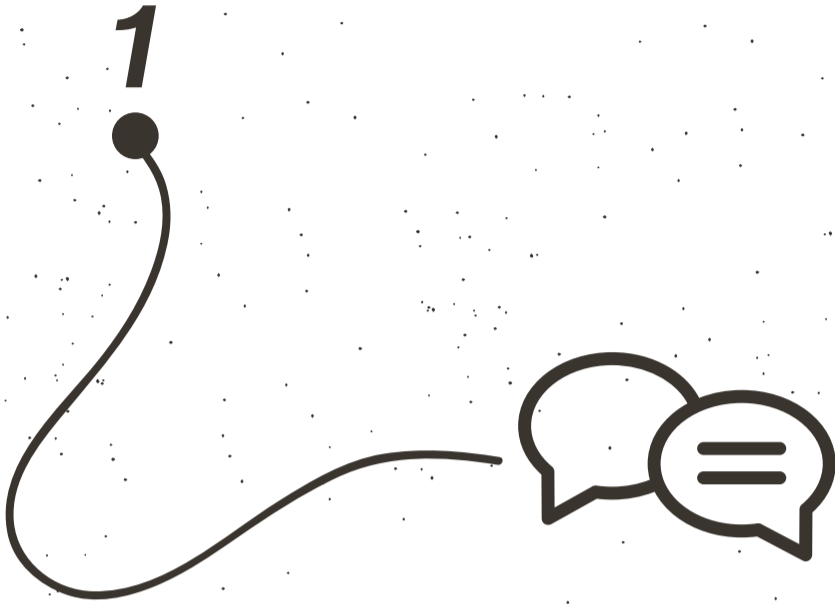
*Also you would personally contact
and secure new business customers.*

But what do we sell? See the graphic below.



CORE FUNCTIONS

Mainly, we care about these two things:



First, that you promote, sell and secure orders from existing and prospective customers through a relationship-based approach.



And secondly, that you present our products and services to existing/potential customers and assists them in selecting those best suited to their needs.

DETAILS OF FUNCTIONS

In the next section you'll find more details about your day to day activity:

Initiate sales process by scheduling appointments; making initial presentation; understanding account requirements.

Close sales by building rapport with potential account; explaining product and service capabilities; overcoming objections; preparing contracts.

Expand sales in existing accounts by introducing new products and services; developing new applications.

Contribute information to market strategy by monitoring competitive products and reactions from accounts.

Recommend new products and services by evaluating current product results; identifying needs to be filled.

Update job knowledge by participating in educational opportunities.

Accomplish marketing and organization mission by completing related results as needed.

Provide historical records by maintaining records on area and customer sales.

Contribute to team effort by accomplishing related results as needed.

Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.

QUALIFICATIONS

Besides being an activist for the arts & our cultural Romanian heritage, it would be great if you also have these skills & aptitudes:

Presentation Skills

Internal Communications

Verbal Communication

Closing Skills

Motivation for Sales

Sales Planning

Prospecting Skills

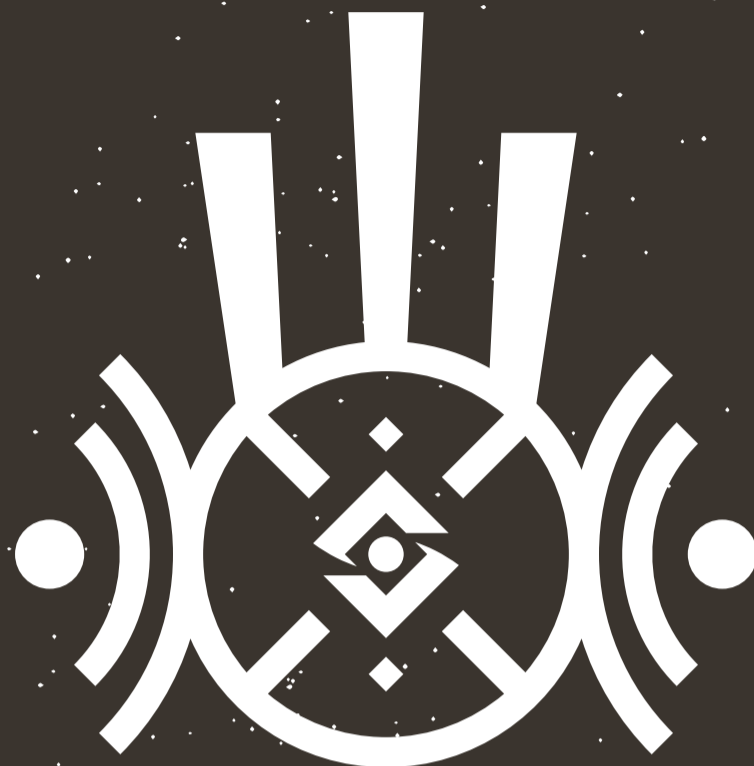
Persistence

Meeting Sales Goals.



REPORTING

Although we don't believe in the concept of a boss and daily monitoring, every once in a while you will report your achievements & activity directly to our Director of Sales – Adrian Drinceanu



ARTIVIST

EXCITED ALREADY?

*Send us your resume on
office@artivist.ro
as we can't wait to get things going!*

Dare to inspire!