



CORPORATE SALES AND BUSINESS DEVELOPMENT (Chicago)

Third Summit was developed to serve creatives and clients in the media production industry, offering solutions for staffing, data management, orchestration and payment factoring. It's our vision to build a community of professionals across the digital media and advertising landscape, connecting talent in an unprecedented, future-looking way. Our growing ecosystem of products—including a freelance community for video professionals, cloud-storage platform and payment portal—eliminates many of the barriers to entry and pain points for freelancers, agencies, studios and brands.

This is an exciting ground-floor opportunity for a talented **Corporate Sales & Business Development Professional** to work directly alongside the founders of a well-funded, early-stage startup. Reporting directly to the COO, this individual would be focused on business development channels via agencies and production companies.

In addition to a casual startup work environment, we offer health benefits, flexible time off and the opportunity to earn equity in the company.

Role Purposes

- Driving and delivering sales via agencies and production companies.
- Building awareness of Third Summit products.

Responsibilities

- Visit establishments to evaluate needs or to promote product or service sales
- Sell service contracts by building a pipeline
- Negotiate prices, terms of sales and service agreements
- Prepare and submit sales contracts for orders
- Maintain customer records using automated systems

Essential Skills & Experience

- Bachelor's degree in business, marketing or related field
- Proven sales track record and experience, preferably for a SaaS or related online provider
- Deep knowledge of marketing strategy and tactics, product demonstration, sales techniques and sales control systems



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- Methodical approach to building a pipeline, showing, promoting and selling products or services to generate sales outcomes
- Understanding of best-practice sales strategies
- Experience, contacts and network within the video production ecosystem

Preferred Competencies

- Comfortable using persuasive speech to win over leads
- Able to give full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate and not interrupting at inappropriate times
- Bringing others together and trying to reconcile differences
- Social perceptiveness: being aware of others' reactions and understanding why they react as they do