



PATHWAYS
MODERN MARKETING

Pathways Marketing Seeks an

Independent Sales Representative

Are you wired to see **OPPORTUNITY** where others see problems?

Are you inclined to discover **PATTERNS** where others see chaos?

Are you able to see **EXPANSION** where others see limitations?

Above all else, are you undeniably and unapologetically **COMMITTED TO YOURSELF** and desire to work alongside others with equivalent levels of commitment?

If you repeatedly answered yes, our dynamic team of modern manifestors wants to meet you.

About Pathways Marketing

Pathways Marketing is a US-based global marketing and business strategy firm. Our agency is not limited by proximity or border - we assemble the best talent from around the globe to deliver world-class solutions and results. From our partner-level strategists to our front-line implementers, we are wired to *think* differently so we can *collectively produce* differently.

About the Position of Independent Sales Representative

We are seeking a talented salesperson with a passion for helping small and midsize businesses elevate their online presences and sell more - the natural results of working with our modern marketing agency. We have a sophisticated marketing engine and a set of highly effective processes to serve the clients you bring us.

This is initially a commission-only position, though we are open to evolving it into a salaried role based on performance. Our approach: *we dance, we date, we play* - in other words, let's meet, get to know one another better, and if we're a good fit with each other, let's join forces.

During the initial phase, there are no quotas or caps, and our commission rates are extremely competitive. While proven sales experience is attractive, it is not required. Skills can be taught and experience accumulated, but innate chemistry can't be forced or faked. If you love meeting new people and exploring ways to help them grow their businesses, we want to talk to you.

Our Clients (*what* you're selling and *who* you're selling to):

- We offer our clients Web Design and Development, as well as Marketing Strategy and Managed Services (SEO, Google Ads, Social Media Retargeting Ads, Email Marketing, Content Development, and more).
- We work with B2C and B2B organizations.
- Our existing clients come from dozens of industries, though we have extensive expertise in:
 - Resorts and Hospitality, particularly independently owned resorts in the upper midwest and in Mexico
 - Non-Profits
 - eCommerce
 - Education, training, and online instruction
- Our clients have monthly marketing budgets ranging from \$1,000 - \$15,000; their budgets for new websites range from \$5,000 - \$35,000.

Your Commission

- For all web development work, we guarantee 12.5% commission, to be paid as we are paid by the customer (typically 50% upfront and 50% at completion). On a case-by-case basis, we may pay *up to 25%* commission for web development referrals.
- For all marketing strategy and managed services (listed above), we guarantee 7.5% commission, to be paid quarterly for the length of the contract and any renewals. On a case-by-case basis, we will pay *up to 15%* commission for managed service referrals.

You

The right candidate must bring the following:

- Impeccable integrity: just as the performance of Pathways Marketing reflects upon you and affects your reputation, so too do your actions reflect upon us and affect our reputation. We require true character, complete honesty and transparency, and genuine integrity.
- A demonstrable energy around meeting and talking to people.
- Alignment with intent, which is revealed through your innate belief that we're helping businesses elevate their statuses. We desire an energetic *and even* exchange of value in every relationship.
- Strong communication skills (especially English), as well as natural capabilities around collaboration, teamwork, and brainstorming - you'll be working alongside our web and marketing specialists on quotes, proposals, and negotiations.

If we've described you, we need to hear from you: please email your resume and cover letter to HR@PathwaysMarketing.com. We can't wait to meet you.