



**TITLE | SALES CONSULTANT**

**REPORTS TO | CEO**

**LOCATION | 1111 CENTRAL AVE. STE 200 CHARLOTTE, NC 28204**

## **POSITION SUMMARY**

This position is a crucial role at Moving Mountains and is therefore open to being commission based. As a Design/Sales Consultant, this person manages to complete responsibilities including fielding leads, performing calls, wedding booking consults, design consults (Wedding and Portrait), networking events, and client experience. A Sales/Design Consultant is the main person that is face-to-face with the client. This position is the first impression of the company and their ability to give an incredible booking and design experience for clients is of utmost importance. This experience they provide will determine how well they do, and what their compensation will be while working for Moving Mountains. Their main objective is to continue to grow and consistently represent the Moving Mountains brand through the sales experience.

## **WORKLOAD & COMPENSATION**

Expected hours are 40-48 hours per week on average, and potentially more during increased seasonality of business. More important than hours worked is the ability to get the job done and ensure company success. Some Saturdays will be required for work as the company grows and expands into portraiture.

Compensations plans are as follows:

Option 1: \$35k base + 3% commission

Option 2: \$8% commission

## **REQUIREMENTS**

- ☐ People person.
- ☐ Exceptional drive and determination.
- ☐ High level verbal and written communication skills.
- ☐ Past customer relations or hospitality experience.
- ☐ Exemplary time management and organizational skills.
- ☐ Ability to prioritize daily workload.



- ☐ Sales experience is preferred.

## **RESPONSIBILITIES**

- ☐ Give a hands on, guided experience for all clients.
- ☐ Qualify leads and serve them according to their qualification.
- ☐ Perform phone calls to qualify leads and guide them through the Moving Mountains Experience.
- ☐ Conduct booking consultations for wedding clients to help them choose their photo and cinema collections with Moving Mountains.
- ☐ Help clients purchase and design wall art and albums from their weddings and portrait sessions during their Cinematic Premiere and Design Consultation.
- ☐ Order artwork from design consults as needed.
- ☐ Assist with client pick-ups to secure future bookings and leave clients feeling cared for.
- ☐ Respond to all emails, texts, and calls from clients promptly.
- ☐ Establish key partnerships that positively impact the wedding and portrait business at Moving Mountains by entertaining, networking, and building relationships.
- ☐ Work effectively as a team member, embracing and fostering the Moving Mountains mission.
- ☐ Complete tasks on CRM on a daily basis.
- ☐ Other Duties as assigned by the Manager.

## **CURRENT PLATFORM & SOFTWARES**

- ☐ Tave + Go High Level | CRMs
- ☐ G-Suite | Email, Docs, Etc.
- ☐ Fundy | Album Design
- ☐ ProSelect | Artwork/Wall Art Design

## **DESIRED TRAITS**

- ☐ Bubbly Personality.
- ☐ Motivated with an initiative to help in any capacity.
- ☐ Love for challenges and exceeding goals.
- ☐ Ability to connect emotionally with clients.
- ☐ Belief in yourself and those around you.
- ☐ Positive outlook in all situations.
- ☐ Commitment to always give your best.



- ❑ Desire to positively impact company culture.

## **ABOUT US**

Moving Mountains is an innovative Photography and Filmmaking company founded in 2017. We're looking for a Sales Consultant to join our family! We are an award-winning company that has grown to be the largest photographic studio in Charlotte. We will be expanding to additional markets across the US and have plans to become the largest luxury photographic studio in the country. Our workplace thrives on creative ideas, and collaborates as a team to become the nation's largest photographic studio. MM gives our clients an unmatched experience, while delivering a top-notch product with some of the most talented Photographers and Cinematographers in our industry.

## **ABOUT YOU**

You believe in yourself. Your life has been a journey of becoming the best version of yourself. You believe that the world around you has endless opportunities. When you walk into a room your infectious personality radiates to everyone there. Your loved ones would say that you are an achiever of great things. Someone who would do whatever it takes to see something they believe in succeed.

## **ABOUT THIS**

Sales Consultant is the main driver of growth for Moving Mountains and gives the first impression of the Moving Mountains Experience. Our SC is charged with creating an environment where the clients of MM feel valued. They will guide clients to have the opportunity to purchase products and services as an experience rather than a transaction. Being great with people is so important. Your main objective is to continue to grow and consistently represent the Moving Mountains brand.

At Moving Mountains you will be surrounded by a team that puts their hearts and souls into everything they do. You will always be supported and encouraged to grow. When you show up for this team, we will show up for you! If you believe in yourself, the team around you, and work hard, our promise is that you will succeed. At Moving Mountains, we win, as a family.

[Click Here To Apply For This Role!](#)