

TITLE | SALES CONSULTANT REPORTS TO | CEO LOCATION | 1111 CENTRAL AVE. STE 200 CHARLOTTE, NC 28204

POSITION SUMMARY

As a Sales Consultant at Moving Mountains Studios, you are the first impression of our brand and the key driver of client growth. This role is responsible for guiding leads through an emotionally-driven, consultative sales process—from discovery calls to design consultations and bookings. You will deliver a tailored client experience rooted in trust, empathy, and storytelling while maintaining excellence in all CRM and communication standards.

KEY RESPONSIBILITIES

Client Engagement & Sales

- Perform a minimum of 3 Booking Consultations per week
- Make 100+ outbound calls per week to qualified leads
- Maintain a minimum 50% conversion rate from consult to closed sale
- Conduct both Discovery and Booking Consults using our proven sales scripts and systems
- Guide clients through pricing, packages, artwork design, and service selection
- Communicate daily with leads and clients through email, text, and calls

Sales Workflow & CRM Management

- Manage all leads, follow-ups, tasks, and notes using GoHighLevel and Tave
- Ensure all CRM tasks are completed daily and client statuses are current
- Respond to all client communications received before 5 PM on the same day
- Collaborate with internal teams to ensure seamless client transitions and handoffs

Brand Representation & Networking

- Represent Moving Mountains with professionalism and enthusiasm at all times
- Attend at least 1 networking event per month to build relationships and drive referrals



• Maintain knowledge of all service offerings and updates across brands

Culture & Team Contribution

- Embody the Moving Mountains mission and values in all interactions
- Participate in meetings, team training, and ongoing development opportunities
- Foster a culture of excellence, encouragement, and growth within the team

TRAINING & COMPENSATION

• 90-Day Training Period:

- \$40,000 base salary
- Employee and Manager can elect to shorten the training period and transition to Post-Training compensation based on performance and fit.
- Structured onboarding using the company provided Sales Handbook
- o Access to proven scripts, call recordings, and mentorship

• Post-Training:

- Transition to flat 10% commission on all closed sales or \$50,000 base salary with minimum KPI's
- Ongoing coaching and performance check-ins

QUALIFICATIONS

- Previous experience in sales, customer service, or hospitality strongly preferred
- Excellent verbal and written communication skills
- Self-motivated, goal-driven, and emotionally intelligent
- Proven time management and organizational skills
- Proficiency in CRM tools and Google Workspace
- A genuine love for people, storytelling, and visual art is a plus

WORKLOAD & EXPECTATIONS

- 40–48 hours per week, with flexibility during high seasons
- Occasional Saturdays or evenings as needed for consults or networking



• Must maintain a high standard of responsiveness and professionalism

ABOUT YOU

You're a relationship builder. Someone who listens before they speak. You care deeply about giving people a meaningful, memorable experience—and you don't mind being the voice and face of something much bigger than yourself. You thrive when challenged, and you're fueled by the opportunity to make others feel seen and celebrated. You don't just want a job; you want a place to belong and something to believe in.

ABOUT MOVING MOUNTAINS

Founded in 2017, Moving Mountains Studios is a nationally recognized photography and filmmaking company based in Charlotte, NC. We specialize in emotionally resonant experiences through visual storytelling. We're not just building a brand—we're building a movement, and our Sales Consultants play a pivotal role in our impact.

At Moving Mountains, we win as a family.

Click Here To Apply For This Role!