



Sales Representative – Corporate Events

Job Description:

Windy City Fieldhouse (www.windycityfieldhouse.com) is adding to its accomplished team of professional sales representatives. We have multiple positions open for Sales Representatives interested in selling corporate events, team building programs and picnics to Chicago's top companies. Why sell widgets when you can help create your clients' "Best Day of the Year!"

For the right candidates Windy City Fieldhouse (WCF) offers:

- Base + commission with 1st year on-target earnings of \$50,000 to \$60,000
- 2nd year earnings expected to be \$80,000 to \$100,000+
- Repeat sales from clients as you build relationships
- Proven sales process and existing prospect lists
- Continuous training and development (You'll get the best sales training you've ever had!)
- Medical/Dental insurance (with contribution)
- 401(k) with match and profit share
- Two weeks vacation or more based on experience
- Free parking
- Open access to team sports facilities

Established in 1995, Windy City Fieldhouse is the largest team building and corporate entertainment company in the Midwest. WCF was named Team Building Company of the Year for three years in a row and most recently named to the Inc. 5000 list of fastest-growing privately held companies. No other company in the Midwest can compete with our reputation and broad event offerings. Our small company culture means that we can build strong relationships with diversified clientele ranging from Fortune 100 companies to mid-sized manufacturers.

Responsibilities & Duties:

- Selling events and generating new business by phone and email
- Networking and building long-term relationships with clients primarily by phone
- Write and deliver professional proposals, using WCF's established protocols
- Administrative sales duties (update CRM, ensure proper invoicing, etc.)

Requirements:

- 2+ years successful business to business sales experience
- Ability to present ideas, expectations, and information in a concise, well organized manner
- Strong written and verbal communication skills
- Superior interpersonal skills
- Strong organizational and time-management skills
- Excellent problem-solving and decision-making skills
- Team oriented
- Hours: 50-55 per week



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- Location: Chicago, IL

Complete the confidential application below. No phone calls, faxes or emails will be accepted. Windy City Fieldhouse is an equal opportunity employer.

Please see the questionnaire link for this job description on <http://windycityfieldhouse.com/careers> for more information.