



Sales Representative – WCF Corporate Events

Job Description:

WCF Events (WCFevents.com), a division of Windy City Fieldhouse, 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!"

Benefits:

- Base + commission ranging from \$45,000-\$75,000/year. 1st Year on-target earnings of \$50-60K. Future earning potential will increase based on sales performance
- 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 3% safe harbor employer contribution & profit sharing
- Two weeks vacation or more based on experience
- Free parking
- Open access to our sports facility

Requirements:

- 2+ years successful business to business sales experience
- Enjoys being a hunter to build and enhance an existing database of potential clients
- Experience with LinkedIn Sales Navigator a plus
- 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
- Team oriented
- Location: West Lincoln Park, by the Kennedy Expressway

Responsibilities & Duties:

- Outbound selling of corporate events and generating new business by phone and email through enhancing an existing database of potential leads
- Networking and building long-term relationships with clients primarily by phone
- Creating professional proposals using WCF's established protocols and CRM Software



Company History:

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 four times and also 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.

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.