

Regional Sales Consultant_Job Description

Froogle! We are currently seeking a Regional Sales Consultant to be an important part of serving our customers and continuing our growth. We are a dynamic new economy company with a mission to help small and midsize businesses thrive in the post-pandemic world. We care about the wellbeing of our customers and team members; and are looking for engaging people to help us.

What we do:

We are an ordering and advertising platform. We use technology to build profitable revenue for small to midsize restaurant and hospitality partners.

Who we are / Core Values:

Responsiveness: We value acting with a sense of urgency and being responsive to customer needs. Do it right. Do it now.

Hard-work: We thrive on competition and excel through hard-work.

Integrity: We value teamwork, honesty, fair play and the innovative spirit.

We aim to build an environment where individuals can grow, achieve and realize the best version of themselves.

What you would do:

The Regional Sales Consultant role is a full-time, base salary + bonus outside sales position. You will find & sign new restaurant partners for Froogle's online ordering and advertising platform. You will be able to do this in-person, via phone, and online meetings based on your assigned territory.

Requirements:

- 2 years of SMB selling experience. Ideally to restaurant owners
- Entrepreneurial Spirit
- Self-motivation & discipline

- History of consistently making (and exceeding) sales quotas
- High Level of Integrity
- Enjoy Interacting with Others

Core Responsibilities:

- Prospect B2B leads using on-site canvassing/pulling doors with local bars & restaurants, your own research, & in-house leads.
- Schedule meetings and presentations to demo the program.
- Close deals. Initially work with seasoned closer, and eventually close your own deals.
- Use CRM and systems to assist process, and Initiate onboarding of new partners.
- Help make our partners & customers successful.

Location: Remote / field

Compensation: Salary + bonus. PTO

About Froogle®

Froogle® is a hybrid mobile app and online ordering platform that gives bars & restaurants commission free online ordering capabilities; getting them live in 48 hours!

The proximity marketing component drives business by delivering promotional offers to the mobile phone of nearby users.

Visit our website: www.froogleapp.com and don't forget to download the app.