

ICONS

INCORPORATED

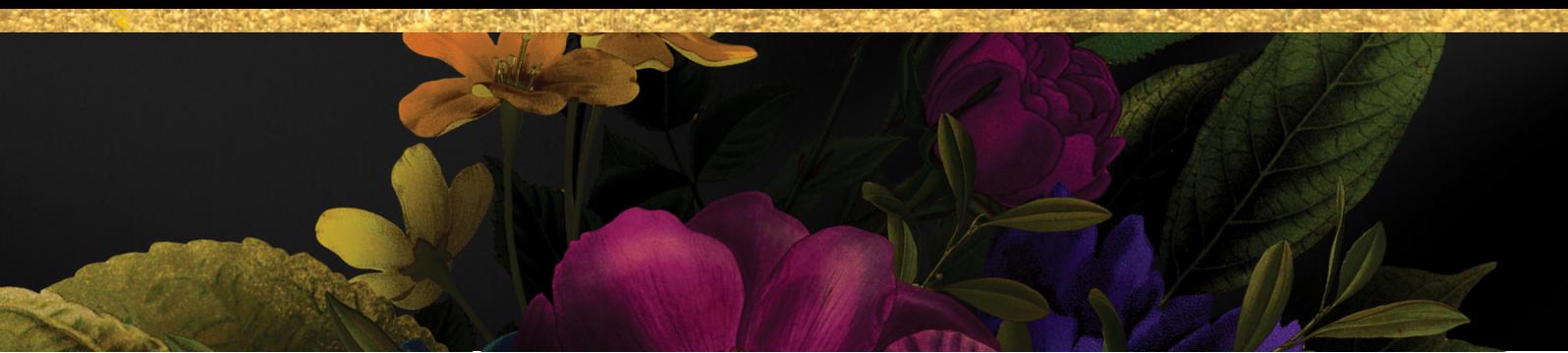
Icons Incorporated is a global society and marketing agency working with the most elite experts, mavericks, entrepreneurs, and visionaries on the planet, to take their expertise and turn it into their Iconic Empire. Through branding, representation services, commercialization strategies, big-deal publicity, and speaking opportunities, Icons Inc has revolutionized luxury branding and marketing at the highest end of the market.

After 3 years of rapid growth, we are looking to expand our highly experienced and successful team to take us to the next level, and help us cultivate and build upon the endless opportunities we are creating every day. This perfect addition to Icons Incorporated will be integral to our mission of creating world-class Icons.

Icons sets itself apart in the sales world by only inviting clients to work with us that fit the correct criteria. This ensures our sales are already aligned and our clients achieve epic results.

This role is designed for an experienced and skilled sales professional that can lead our sales department in the everyday thrill of the next sale. You will be key to nurturing and closing sales, all while enjoying a genuine curiosity for all prospective clients. You are an ideal fit for this role if you know how to bring your creative genius to work.

This is a fantastic full-time role that offers flexibility, growth, development, and a generous salary with uncapped commissions. For this role to be successful you must be able to accommodate a global network of clients, especially PST and AEST. This position is not for that person that wants a standard 9am -5pm role.





SENIOR LUXURY OFFER STRATEGIST

Job Title: Senior Luxury Offer Strategist
Reports to: General Manager of Operations
Supervises: The Icons sales team

Department: Sales
Weekly Hours: 40 hrs

ABOUT THE TEAM

Through our Agency and our Coaching Program, we represent some of the most exciting personal brands on the planet. Our team invests fully in our client's businesses, audacious goals, and legacy wealth-building strategies.

ROLE

The Senior Luxury Offer Strategist is responsible for the sales and business development of Icons Incorporated.

RESPONSIBLE FOR

- Converting applications/leads into clients and funneling them into a number of different programs and Agency options within our business.
- Managing the sales department

DAILY TASKS

- Evaluate and qualify incoming leads from all channels
- Qualify leads for different avenues within the business
- Nurture and follow up with leads
- Convert leads into clients
- Define and continuously improve sales pipeline and processes
- Report on sales metrics to inform CEO and partake in weekly management meetings
- Manage the sales department



THE IDEAL CANDIDATE WILL POSSESS

- Aptitude to clearly articulate information to customers.
- Strong negotiation skills
- Confident closing skills
- Self-confidence
- A quick and enthusiastic learner
- Exceptional presentation skills
- Value for client relationships
- Offer a flexible work schedule to cater to a Global clientele network
- Ability to meet monthly and yearly KPIs
- Efficiently manage a busy schedule
- Ability to manage department reporting and present at weekly internal meetings
- Innate drive to succeed and exceed expectations.
- Utilize systems such as Pipe drive ClickUp, Google Folders, communication in Slack, and other project management systems and tools to ensure they are being used in the most effective way
- Leadership skills that can successfully head the sales department and manage a small team.

REMUNERATION

This role features both a retainer and commission structure.

HOW TO APPLY

To apply for this role please simply send the following to recruiting@iconsincorporated.com:

- Resume
- A short bio
- A short 2-5 min video introducing yourself and telling us why you
- are the best candidate for this role (We recommend using Loom for this, a free service for recording short videos of no more than 5 minutes.)