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[www.somethingfishyinc.com](http://www.somethingfishyinc.com)

## Sales Professional

### Company Introduction:

Something Fishy is leading the industry with design, installation and managing aquatic exhibits in the New England market. Their clients include Yale New Haven Health, Google, Mystic Aquarium, The State of CT, Shark Ninja, The Audubon, Genesis, Brookdale, and many other fun clients. The team at Something Fishy is looking for an ambitious new team player to support & strengthen strong brand identity with its highly energetic and visually stimulating products and services. Learn more: [www.SomethingFishyInc.com](http://www.SomethingFishyInc.com)

### Basic Function:

The Sales Team Player will be responsible for growing our market share by acquiring new clients. The position will mainly focus on executing the sales process from lead generation through securing the client relationship. This includes creating quotes, performing consultations, and following up for client satisfaction upon completion of the installation.

### Responsibilities:

- Generate new sales in RI, CT & MA with a focus on the 95 corridors from New Haven to Boston.
- Lead Generation
- Performance Tracking – development and execution
- Quoting (supported by admin team)
- Sales presentations and content development
- Serve as a company representative for community and client event's

### Principal Duties:

- Growing market share
- Maintaining communication between the company and its clients throughout the sales cycle
- Continuous training
- Sales and scheduling
- Personal professional development and growth

### Work Schedule:

You create it, just achieve your goals.

### Expected Requirements & Experience:

3 years direct sales experience, B2B preferred. Experience should include cultivating relationships, lead generation, excellent presentation skills, excellent verbal and written communication skills, personality profile/ skills training is a strong benefit.

### Pay & Benefits:

Compensation: Comp package is salary plus commission with 1<sup>st</sup> year earnings of 100K to 150K based on sales experience, Retirement, Health & Dental, Unlimited PTO, Company Games & a Cool Team! Salary will scale with company & personal growth.

If intrigued, please send cover letter, and resume to [Careers@somethingfishyinc.com](mailto:Careers@somethingfishyinc.com) the subject line should be completed exactly as follows: Last Name, First Name – Position Example: Smith, John - Receptionist

*This position does not state or imply that the above are the only duties and responsibilities assigned to this position. Employees holding this position will be required to perform any other job-related duties requested by management.*