

Sales Representative (Commission-Based, Remote)

Digital Marketing Maven & Associates (DMM)

Part-Time | Remote | 100% Commission | Based on Experience

About Digital Marketing Maven & Associates

At DMM, we help small businesses, nonprofits, and visionary entrepreneurs build powerful brands, design high-converting websites, and develop marketing strategies that drive real results. Our agency is rooted in cultural competency, strategy, and creativity. Through our service offerings and self-service platform, Maven University, we've supported hundreds of brands in launching, growing, and scaling their impact.

As we grow, we're seeking a passionate and experienced **Sales Representative** to help us close warm leads, nurture client relationships, and drive retention for our agency services. This is a remote, commission-based position with flexible hours and no cold calling.

Position Overview

We're looking for a high-performing, relationship-driven **Sales Representative** to join our team. This role is ideal for someone with a strong background in consultative sales, especially in the marketing, branding, or digital services space. You'll be responsible for converting inbound leads into clients, following up on interested prospects, and helping us re-engage past or paused clients.

You'll work closely with our CEO and project managers to understand service offerings, present customized solutions, and help clients feel confident in choosing DMM for their branding, website, and marketing needs.

Key Responsibilities

- Follow up with warm leads generated through our website, social media, referrals, and partnerships
- Conduct discovery calls to understand client goals and recommend the right service or package
- Present proposals and service details in a confident, clear, and engaging way

- Convert inquiries into closed deals using a consultative, client-first approach
 - Re-engage past clients or leads who've paused or didn't convert initially
 - Maintain accurate notes, updates, and follow-ups in our CRM (Dubsado + Asana)
 - Meet or exceed monthly sales goals based on volume and commission
 - Collaborate with the marketing team to align messaging and campaign timing
 - Serve as a brand ambassador and help maintain positive client relationships that support retention and referrals
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What Makes This Role Unique

- **No cold calling.** All leads are warm, inbound, or previously connected
 - **High-impact work.** You'll help small businesses and nonprofits invest in real growth
 - **Flexible & remote.** Work from anywhere with a schedule that fits your life
 - **Strong support.** Access to service materials, client onboarding info, and a team that's ready to deliver once you close
 - **Room to grow.** High-performers may grow into senior roles or additional commission tiers
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Qualifications

- 2–5+ years of experience in inside sales, consultative selling, or account management
- Proven ability to close deals and exceed sales targets
- Experience selling digital services (branding, website design, marketing, etc.) is a **plus**
- Strong communication, storytelling, and relationship-building skills
- Familiarity with Dubsado, Honeybook, Asana, or other CRM/project tools is a **bonus**

- Highly self-motivated, organized, and able to work independently
 - Values diversity, inclusion, and purpose-driven business
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Compensation

- **100% commission-based role**
 - Competitive tiered commission structure based on service type and client size
 - Potential monthly earnings range based on performance
 - Opportunities for bonuses or residuals on long-term retainer clients
 - Paid referral bonuses for bringing in new business beyond assigned leads
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Who You'll Be Working With

You'll be joining a small but mighty team of creatives, strategists, and digital professionals under the leadership of CEO **Sammi Bivens**, a marketing expert with a decade of experience helping brands grow with confidence and clarity. At DMM, we're collaborative, mission-driven, and passionate about making high-level strategy accessible to everyday businesses.

How to Apply

Please submit:

- Your resume
- A short intro or cover letter highlighting your sales experience
- Any metrics, wins, or client results you're proud of
- Optional: links to past work, testimonials, or LinkedIn profile

Send all materials to **support@digimarketingmaven.com** with the subject line: **Sales Representative Application – [Your Name]**