

## Marketing & Sales Representatives (MSR)

<b>Job Type:</b>	Full-Time Commission Based Position
<b>Function:</b>	Sales/Product Marketing
<b>Post Date:</b>	7/25/2024
<b>Website:</b>	Knowledgesaveslives.com
<b>Company Address:</b>	312 S. Roselawn Ave, Turlock CA 95380

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### About Knowledge Saves Lives Inc.

Knowledge Saves Lives Inc. is California's largest emergency preparedness training and consulting firm. Only Knowledge Saves Lives Inc. offers site specific emergency preparedness solutions — workplace violence training, school lockdown training, risk and vulnerability assessments, wildfire prevention mapping, products and subject matter expert consulting.

Knowledge Saves Lives Inc. is a firm made up of current and retired public safety professionals dedicated to saving lives through knowledge and training. Our staff include survivors of tragic events such as the route 91 festival, Boston marathon bombing, Cleveland elementary school active shooter and other such violent atrocities. We share our training and experience with our clients to help prepare them for the worst.

Founded in 2010 with more than 400 clients in California, Hawaii, Nevada and Washington, Knowledge Saves Lives Inc. has expanded to provide training and services to organizations with more than 50,000 employees and school districts with more than 1,350,000 students.

### Job Overview:

At Knowledge Saves Lives Inc., our business development is different. We lean heavily on professional relationship building to develop and implement consistent, effective lead generation through several platforms— including much of cold out bounding that you, as a Knowledge Saves Lives Inc. MSR, will execute. This allows our client services team to focus on project specifics with high-level prospects rather than spend hours trying to get a hold of them. Each MSR shall generate 80 leads per month (@ 40% conversion to opportunities). As an MSR, you will have the opportunity to transition to a client services role at Knowledge Saves Lives Inc. at the end of ~ one year in the MSR Program. In the MSR Program you will receive training and an appreciation for how Knowledge Saves Lives Inc. generates business.

**Responsibilities:**

- Follow automated and standardized processes in order to: qualify and convert a high volume of marketing leads into prospective clients and generate sales-ready meetings and opportunities for the client services team.
- Provide accurate lead distribution and thorough discovery to your assigned Executives.
- Utilize Knowledge Saves Lives Inc. systems such as our customer relationship management software and sales enablement tools according to Knowledge Saves Lives Inc. standards.
- Identify pre-selected insights and metrics applicable to the leads you generate
- Follow scripted materials to seamlessly demonstrate product expertise when connecting with clientele
- Achieve and push the limits of your quota, territory revenue, and growth objectives

**Qualifications:**

- Bachelor's degree
- Excellent written & verbal communication skills
- Passionate, high energy, and you enjoy being challenged
- You are a self-starter with the ability to learn and follow standardized processes in a fast-paced sales organization
- No prior sales experience is required, but you must have the ambition and desire to grow and advance in a sales career.

**Preferred:**

- 2+ years of experience in Sales or Business Development
- Customer-facing experience and strong problem-solving skills

**Our Investment in You**

- Extensive onboarding process (One week in a virtual classroom setting and attend live training events.
- Thorough education on "sales" best practices.
- Live coaching daily.
- Weekly continued education.
- Weekly 1:1's with management.
- A collaborative team environment and leadership that wants you to succeed.
- Preparation for your transition into a client services position after one year.

## **Employee Benefits**

Knowledge Saves Lives Inc. is committed to investing in the holistic health and well-being of all employees and their families. Our benefits and perks programs include, but are not limited to:

- Healthcare programs that can be tailored to meet personal health and financial well-being needs - Premiums are 100% covered for the employee under most plans and 50% for family premiums after completing a 90-day probationary period.
- Nationwide medical, vision and dental coverage
- Paid parental leave policy & family leave policy.
- Time off to relax and recharge through our holidays and weekends off schedule.
- Professional development in sales and marketing.
- Employer matched 401K Retirement Program.
- Travel expenses paid for professional development opportunities.

## **Pay Disclosure**

At Knowledge Saves Lives Inc., we want to attract and retain the best employees, and compensate them in a way that appropriately and fairly values their individual contribution to the company. With that in mind, we carefully consider a number of factors to determine the appropriate commission-based pay for an employee, including their primary work location and an assessment of a candidate's skills and experience, as well as market demands and internal parity. This estimate is also just one component of Knowledge Saves Lives Inc.'s total rewards package. A Knowledge Saves Lives Inc. employee may be eligible for additional forms of compensation, depending on their role, including sales incentives and discretionary bonuses. There is no cap to the amount of commission pay an employee can earn.

## **Estimated Annual Commission Pay Range**

Junior Level MSR \$50,376 - \$75,564 USD

Senior Level MSR \$89,342-\$123,932 USD

## **Knowledge Saves Lives Inc. Is An Equal Opportunity Employer**

As an equal opportunity employer, Knowledge Saves Lives Inc. is committed to providing employment opportunities to all individuals. All applicants for positions at Knowledge Saves Lives, Inc. will be treated without regard to race, color, ethnicity, religion, sex, gender, gender identity and expression, sexual orientation, national origin, disability, age, marital status, veteran status, pregnancy, or any other basis prohibited by applicable law.

### **Locations of Available Positions**

We are currently looking for Marketing and Sales Representatives positions to be filled in the following areas of California:

1. Fresno/Modesto
2. San Francisco/Oakland
3. Orange County
4. Los Angeles
5. San Diego

All training and on boarding process to the company is completed virtually. Applicants must live in or near one of the locations listed above to be considered.

### **How to Apply**

Send a professional resume to: Hailee King, HR Director/Accounting Manager at [Hailee.King@knowledgesaveslives.com](mailto:Hailee.King@knowledgesaveslives.com). Candidates who are selected from the resume process will be contacted via email for scheduled virtual interviews. Please refer any questions to Hailee King via email or by calling our headquarters at (209) 710-0271.