



Job Description

Regional Sales Representative – Job50+

Freelance / Independent Contractor Position

Ideal Candidate Profile

You are a proactive, persuasive, and results-driven sales professional.

You enjoy meeting clients, presenting solutions, and closing deals.

You are motivated by performance, financial rewards, and the mission of helping experienced professionals aged 50+ access meaningful employment opportunities.

Purpose of the Role

The Regional Sales Representative is responsible for developing Job50+'s turnover in their assigned region through the **direct sale of job ads** to companies.

The role is fully sales-focused and aims to generate:

- **Direct turnover** (sales performed by the representative)
- **Regional growth** through consistent client acquisition and retention

The Regional Sales Representative reports directly to the **Country Manager**.

Key Responsibilities

1. Direct Sales of Job Ads

- Prospect companies within the assigned region.
- Present Job50+ job ad solutions and value proposition.
- Sell job ads to HR departments, recruiters, and business owners.
- Manage the full sales cycle: prospecting, pitching, negotiating, closing.
- Maintain a strong pipeline and achieve monthly sales targets.

2. Client Relationship Management

- Build long-term relationships with regional employers.
- Ensure client satisfaction and encourage repeat purchases.
- Provide basic guidance on how to publish job ads effectively.
- Coordinate with the Country Manager for strategic accounts when needed.

3. Reporting & Collaboration

- Report weekly activity and results to the Country Manager.
- Use Job50+ CRM tools to track prospects, clients, and sales.
- Share market feedback and opportunities with the Country Manager.
- Align with Job50+ brand guidelines and commercial strategy.

Required Experience & Skills

Professional Experience

- Sales experience (B2B preferred).
- HR or recruitment experience is a plus.
- Experience in prospecting and closing deals.
- Experience working independently or in field sales roles.

Skills & Competencies

- Strong communication and negotiation skills.
- Autonomous, disciplined, and goal-oriented.
- Ability to manage a sales pipeline and prioritize opportunities.

- Comfortable presenting solutions to business clients.
- Fluency in the official languages of the region + English.

Required Education

- Ideally a Bachelor's degree in Sales, Business, Marketing, Communication, or a related field.
- Equivalent professional experience may be considered.

What Job50+ Provides

- A fully operational website for posting job ads.
- Sales documentation and training materials.
- CRM system to manage prospects and clients.
- Monthly KPI reporting.
- Continuous support from the Country Manager and central team.

Compensation Structure

A performance-based compensation plan is proposed, including:

- **A fixed fee per job ad sold directly**
- **A monthly bonus** when a predefined number of ads is reached
- No cap on earnings: higher performance leads to higher income

This role is fully commission-based, designed for motivated sales professionals seeking strong financial upside.

The position is 100% remote. The candidate will use his/her own PC/Phone to complete tasks.