

Position Description (Sales Professional)

Reports to: Mr. “Coach Nic” Colbert, Chairman & Chief Coach

The Sales Professional role will be responsible for encouraging small businesses to participate in Coach Nic’s coaching and training. This person will work with existing clients as well as seek new clients to facilitate greater work with Coach Nic.

The Work

- Keep in contact with Coach Nic DC’s previous and current clients
- Follow leads and seek out new clients
- Have a firm understanding of Coach Nic DC’s methods in coaching, training, inspirational speaking, and advocacy
- Have a firm understanding of all of Coach Nic DC’s products and services offered
- Understand and use Coach Nic DC’s sales procedures
- Build connections with the small business community
- Other sales-related duties

The Opportunities

- Become a paid 1099 contractor to Coach Nic DC and its subsidiaries, and eventually have the opportunity to become a salaried employee.
- The opportunity to have direct, consequential, and immediate impact from your performance that builds your career.