



APPENDIX A

Source Interlink Career Opportunity Form

POSTING DATE: 10/8/09

POSITION: Eastern Sales Manager (Dealer Sales)

DEPARTMENT: SIM Digital Sales

LOCATION: Bonita Springs, FL

REPORTS TO: Chief Strategy Officer

FUNCTIONS:

- Market qualified, in-market car buyer “leads” and digital advertising to car dealerships and dealer groups in assigned territory.
- “Own” assigned territory with many established dealer clients.
- Responsible for account expansion/upselling services, account retention, and developing new business.
- Develop new dealer and dealer group clients within assigned territory.
- Meet with dealer groups to build relationships and upsell services.
- Achieve sales goals and grow lead and digital advertising revenue.

REQUIRED QUALIFICATIONS:

- Bachelors Degree, with 3+ years sales experience in the automotive industry
- Must have experience in outside sales and account management within the automotive industry.
- Successful backgrounds include, but not limited to, automotive sales, dealer advertising and media sales, lead generation for dealers, CRM tools for dealers, business products for dealers and other dealer facing product sales.
- Existing relationships with decision makers in the automotive retail.
- Excellent presentation and organizational skills
- Proven ability to multitask and build a strong pipeline of opportunities
- Desire to build lasting client relationships
- Excellent history of prospecting & closing new business
- Up to 40% travel throughout territory.
- Strong working knowledge of Microsoft Office Suite (Excel, Word, PowerPoint and Outlook).
- Use of sales / CRM software (e.g. Salesforce.com, etc.)
- Internet and computer proficiency
- Knowledge of online/email/marketing techniques are preferred

HOW TO APPLY FOR THIS POSITION:

Email resume, letter of interest and salary requirements to: jobs@sourceinterlink.com