

## Sales Representative - Web3 and Metaverse Development Agency

Company: Atlas CORP

Location: Miami, FL or Remote

Atlas CORP is a leading web3 and Metaverse development agency, providing cutting-edge solutions to businesses across various industries. We specialize in creating immersive experiences, decentralized applications, and innovative digital strategies that help our clients thrive in this rapidly evolving landscape. We are looking for a motivated Sales Representative to join our team and drive new business opportunities.

### **Responsibilities:**

1. Identify and research potential clients in industries that can benefit from web3 and Metaverse development services.
2. Generate and qualify leads through cold calling, email outreach, social media engagement, and networking events.
3. Develop and maintain relationships with prospects and clients, addressing their needs and ensuring their satisfaction.
4. Conduct sales presentations, showcasing our agency's expertise and value proposition.
5. Prepare and submit detailed proposals and negotiate contracts to close deals.
6. Collaborate with our development team to ensure smooth project execution and client satisfaction.
7. Maintain accurate records of sales activities and client interactions in our CRM system.
8. Meet or exceed monthly and quarterly sales targets.

### **Requirements:**

1. Bachelor's degree in Business, Marketing, or a related field.
2. 2+ years of experience in sales, preferably in the tech or digital services industry.
3. Proven track record of meeting or exceeding sales targets.
4. Strong understanding of web3, blockchain, and Metaverse technologies.
5. Excellent communication, negotiation, and presentation skills.
6. Ability to build and maintain relationships with clients and prospects.
7. Self-motivated, goal-oriented, and persistent in pursuing new business opportunities.
8. Comfortable working independently and as part of a team.
9. Experience with CRM systems (e.g., Salesforce, HubSpot).

### **Benefits:**

1. Competitive salary and commission structure.
2. Opportunity for professional growth and career advancement.
3. Flexible work schedule and remote work options.
4. Comprehensive benefits package, including health insurance, dental, and vision.
5. Collaborative and supportive work environment.

**How to Apply:**

Please submit your resume, cover letter, and any relevant sales performance data to [careers@atlascorp.io](mailto:careers@atlascorp.io). In your cover letter, kindly explain your interest in web3 and Metaverse technologies and how you believe your sales experience can contribute to our agency's growth.

Atlas CORP is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

We look forward to reviewing your application and potentially welcoming you to the Atlas CORP team!