



NOT JUST A SALES CONSULTANT

Pull back the wrecking ball, its time to knock down some mutherfuckin' walls!

42Walls isn't for the lighthearted. It isn't for people who like to rest in their comfort. We push our team and our customers to get out of their comfort zones. We look for people who want to grow, who want to push themselves, who believe that they can be more... and who can use some help in getting there. We all have walls that we've built up in our minds, some consciously, some subconsciously. We enter the room with certain notions of who we are and what we can, or cannot, do.

WHAT IS 42WALLS?

42Walls helps people breakdown those walls so they can better inform, inspire and influence their teams and audiences. Executives, leaders, entrepreneurs, teachers, parents, person off the street who wants to start a movement, student who wants to start their own company... for those looking to be a better leader and a better speaker, 42Walls provides the knowledge and practical experience to achieve your goals. Our clients range from large organizations to SMEs and independents.

What will you be selling? You will sell growth, you will sell courage, you will sell confidence, you will sell future success. You will sell "aha" and "wow" moments. You will help people by providing them access to workshops, keynotes, courses, and coaching. We are looking for someone who can talk the talk and walk the walk to be on our first team of sales consultants.

WHO ARE YOU?

You have ambition, you want to do more and be more. You also have a way with people. They like you, and they trust you. You understand how to listen to someone, not just hear them. You are able to perceive what people need and give honest advice. Most of all you are willing to learn.

From the technical side, you can communicate in English, and French or Dutch. We don't care what degree you have. We very much care about what you have learned in your life, and the time you have put in to grow. If that is at university, great. If that is volunteering, great. If that is traveling the world, great. We care about what your philosophy is in life, and more so, how you have backed it up.

WHAT WE OFFER

This position is substantially, but not exclusively, commission-based, earning anywhere from 20% to 30% of what you sell. A typical sale ranges from €1k - €5k and upwards of €50k. There is no cap on how much commission you can earn in a year.

This is currently a "work from home" position with a great deal of flexibility. If you have kids or would like to work part-time, we will happily discuss how you would like to use your time. There will be an initial training period followed by consistent learning, both organized and experiential.

WHAT WILL YOUR WORKDAYS LOOK LIKE?

- We always start with a team call. It's important to connect.
- Developing relationships with customers:
 - Prospecting
 - Cold and warm emails and phone calls
 - Researching potential customers
 - Listening and finding solutions even if they aren't ours!

- Earning trust
- Pipeline development
- Documenting client relations, conversations, etc.
- Recommending changes in products, service, and operations.
- Monitoring competition on pricing, products, delivery, and merchandize, etc.
- Contributing to group brainstorm and action items.
- Reading, watching videos, podcasts, etc.; every day, at least a little. We prioritize learning.
- Closing deals.

WHAT ARE YOUR WORK SKILLS?

- Customer service
- Meeting sales goals
- Closing skills
- Prospecting skills
- Negotiation
- Self-confidence
- Product knowledge
- Presentation skills
- Client relationships
- Motivation for sales

INTERESTED IN APPLYING?

We aren't necessarily looking for the perfect applicant. You don't need to have every skill above. You do however need to fit with our culture and be willing to put in the work to push yourself and the company forward. We want to meet the most authentic you. If any of "who we are" or "what we do" appeals to who you are and who you want to become, send your CV with references, and a cover letter OR a video introduction, to info@42walls.com. Looking forward to destroying some of those walls with you!