

Digital Sales Consultant, Premise Sales – Join Our Growing Digital Sales Team

About Us:

Names and Numbers is a family-owned and operated company that has been a trusted leader in helping local businesses advertise and grow for more than 50 years. We are growing our digital advertising services across 123+ established markets in the United States and Canada, giving small and mid-sized businesses practical digital solutions to compete and thrive online.

Our growth is accelerating, and we are hiring ambitious, experienced sales professionals who want to sell real digital solutions, build strong client relationships, and create a high-income career with a well-established company.

About the Role:

Are you a proven outside sales professional who knows how to open business doors, earn trust, and close the sale? If you have a strong background in business-to-business sales and want an opportunity with real unlimited income potential, this could be the right fit for you.

We're looking for someone who can hit the ground running quickly. The strongest candidates will have experience in areas such as digital sales, advertising, Yellow Pages, TV, radio, newspaper, Thryv, Dex Media, Aflac or other consultative business-to-business sale environments.

This is a high-activity, fast-paced field-based sales role. You will be expected to meet with 10+ business per day, manage your sale pipeline, prospect consistently for new business and stay focused on weekly sales goals.

This role is best for someone who is competitive, coachable, resilient, and motivated by performance. You'll deliver customized, innovative digital solutions that make a real impact. If you like winning, enjoy building relationships, and want uncapped earnings potential, you will have room to grow your career here.

As a Digital Sales Consultant, you will help local businesses improve their online presence through digital solutions such as SEO, review management, websites, and other digital tools that drive online visibility and leads.

What You'll Be Doing:

Build Relationships: Meet with local business owners and decision-makers to understand their needs and recommend the right digital solutions.

Grow Existing Clients: Expand current accounts by identifying additional opportunities that improve results and long-term client value.

Generate New Business: Use company-provided leads, cold calling, networking, referrals, and prospecting to build your book of business.

Drive Client Success: Deliver strong follow-up, professional account support, and a positive client experience after the sale.

Hit Sales Goals: Maintain a full pipeline, close business consistently, and perform in a fast-moving, competitive sales environment.

What We Offer:

Competitive Compensation:

Potential annual earnings of \$65,000 to \$175,000+ (base salary, uncapped commissions, performance bonuses).

Training & Development:

Paid training, onboarding, and ongoing support to help you learn our digital products, sales approach, and digital solutions.

Flexibility:

Flexible schedule with the freedom to manage your daily and weekly schedule.

Team Culture:

A supportive, growth-focused team that values effort, accountability, and results.

Travel Opportunities:

Local travel may be required; reimbursement programs available where eligible.

Established Accounts:

Opportunity to manage and grow existing customer relationships while also developing new business.

Advancement:

Opportunity for career growth as our digital division continues to expand.

Comprehensive Benefits Package:

Health, dental, vision, and life insurance.

401(k) with matching contributions.

Sales Contests

Performance Bonuses

Inherit an existing client base

Flexible Schedule

What We're Looking For:**Experience:**

Required 2 – 3 years of business to business sales experience in the field, ideally in digital sales, Yellow Pages, TV, radio, newspaper, Thryv, Dex Media, Aflac or other advertising sale environments.

Proven ability to prospect, present, overcome objections and close consultative sales while managing client relationships.

Digital Knowledge:

Working knowledge of digital advertising, Google Business Profile, online listing management, websites or related digital product solutions is strongly preferred.

Skills:

Strong communication, presentation, negotiation, and closing skills. Comfortable using a computer or iPad, staying organized, managing time well, and working independently in the field.

Motivation:

Self-driven, competitive, proactive, and ready to move fast in a performance-based role.

Teamwork:

Able to work independently while staying connected to a team-focused culture.

Join us in helping local businesses grow with digital solutions that work.

Names and Numbers is an Equal Opportunity Employer