



# Alpaca Owner's and Breeders Association (AOBA)

## Job Description Salesperson

### The Position:

To represent AOBA in offering promotion and advertising opportunities to its members and others associated with the North American alpaca industry through the delivery of high quality and ethical service and delivery of promises.

### The Duties:

- To compose a structure of services and offerings of AOBA, detailing selling priorities and sales goals
- To research and establish a customer base for orderly and efficient sales opportunities
- To regularly review and recommend sales packages, including pricing, for approval by the Marketing Committee and the Board of Directors. To review sales, packages, and pricing as determined by the office liaison or the Board of Directors.
- To be familiar with, and be an expert in, the products to be sold and promoted
- To diligently and effectively communicate, offer and close sales opportunities. Primarily to AOBA members, both present and past, and to the alpaca and related industry community at large
- To record all sales and payments in monthly reports to the assigned office liaison, meeting minimum established quotas
- To follow-up on delinquent contracts and payments as a priority
- To sell in a professional and courteous manner ensuring that the name and reputation of AOBA is enhanced by the experience
- To maintain absolute confidentiality between customers and AOBA

### Compensation:

A two-part package comprising of:

A retainer of \$ 2,000 per month, and

Commission at the rate of 10% on sales between \$20,000 and \$30,000 per month and 15% on sales exceeding \$30,000 per month, all paid monthly in arrears.

There are no other benefits.

Please submit your resume to: [employment@aobamail.com](mailto:employment@aobamail.com)

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