

# Join the Team

APPLY NOW

Click above to apply.

**Job Title:** Viim Lead Generation Specialist  
**Salary:** Commission (closed leads = 7.69%)  
**Location:** Virtual/Remote  
**Department:** Marketing  
**Direct Report:** Steph Hilfer

## JOB PURPOSE:

The purpose of the Viim Lead Generation Specialists is to nurture leads or interested parties to book an Initial Consultation with Viim owner, Steph Hilfer. Lead generation includes finding, nurturing and connecting with a lead. 7-12 is the average number of intentional touches it takes for a lead to convert, so it is important to track leads and continue to nurture the relationship and opportunity.

## JOB REQUIREMENTS:

- Access to Internet
- Provide all of your own equipment & software
- Personal social media account with a professional representation of self that aligns with Viim's core values.
- Contract/1099 c

## JOB QUALIFICATIONS:

- Eager and willing to learn
- Tech savvy
- Friendly, polite, positive & professional communication skills

## EXPERIENCE REQUIRED:

- Some sales experience (Service Based Outreach, Customer Service, MLM/Network Marketing, Formal Sales Experience, etc.).
- Familiarity with Facebook/Facebook Groups, Slack, Asana and Google Drive

## ROLE REQUIREMENTS:

- Minimum leads per month: (20)
- Report Weekly
- Team interaction via Slack

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## FAQ's:

### How do I earn commission?

Commission is earned when a lead you have nurtured has purchased a Viim Brand Identity Discovery & Development package. Commissions will be paid in two installments, 1: after the initial deposit and 2: the following month.

### How much commission will I earn?

Commissions on Brand Identity Discovery & Development packages are 7.69% of the package price.  
Example: If your lead selected package is \$7,500.00, your commission would be \$576.75. (7.69% of \$7,500 = \$576.75)

### What am I selling?

You will be nurturing leads to sign up for a free consultation with Steph to ultimately book a Brand Identity Discovery and Development package.

### Where to find new leads?

You can find leads anywhere. Seriously, anywhere. Online, in-person, at the grocery store, as you are scrolling through social media, etc. We recommend a few tried and tested:

- Facebook & Facebook Groups
- LinkedIn
- Instagram
- Networking Groups (digital or in-person)
- Word of Mouth (friends, families, businesses you love, etc.)

### When should I search for leads?

You can search for and nurture leads at any time of the day. Oftentimes, more serious and professional leads will be accessible during waking hours, such as; 6am - 10pm (be mindful of different time zones).

### How to determine ideal leads?

Leads who are requesting the following:

- Logo / Logo Development / Logo Design / Graphic Design
- Branding / Brand Identity / Brand Design / Brand Development / Brand Strategy / Brand Specialist
- Marketing / Advertising

### Who is an ideal lead?

- Business Owners who are established businesses who are seeking to uplevel their company/business or who have never invested in Branding (or want to re-brand)
- Individuals who are requesting logo design or branding
- Business owners who are expanding their business into new markets or segments

### What is the ideal process?

The ideal process may look different for everyone. An example may look like this:

1. Search online for businesses asking for 'logo design' or 'branding'
2. Comment using the provided script on the post
3. Message privately the individual to cultivate a more intimate relationship
4. Follow-up within 48 hours
5. Continue to build your relationship with the lead to encourage that they book a free consultation

### How often should I expect to work?

Required working hours are not specified, however we find ideal waking hours: 5am - 10pm (being mindful of time zones). The more leads you cultivate, the higher percentage of commissions you are likely to receive.

Check-ins and reports will be required at the beginning and end of each week.

### What is a Brand Identity?

See our website: [getViim.com/discover](http://getViim.com/discover)

### How are my leads tracked?

Each individual Viim Lead Generation Specialist will be provided their own booking link so that internally we can track who is generating the lead. You will be provided with a Google Sheet (similar to Excel) where you will track all leads.

### What should I NOT discuss with leads?

We want you to be your authentic self, however we strongly encourage that you avoid the topics listed here:

- Religion
- Politics
- Drugs
- Nudity
- Hate
- Discrimination
- etc.

### Will training be provided?

Initial and on-going training will be available. All Viim Lead Generation Specialists will be able and encouraged to communicate with each other.