Founded in 1945, the San Diego County Taxpayers Association seeks commission-based Sales Associates contractors. This year is the Association’s 75th Anniversary, so there will be many opportunities to engage the community and develop commitments to the mission of the Association!

This position requires sales or fundraising experience, independent judgment and decision making, and the flexibility and agility to juggle multiple prospects and products at any one time, while meeting tight deadlines. Excellent organization, immaculate attention to detail, and written and public interaction skills are required.

The ideal contractor is an individual with demonstrated commitment to business-to-business and direct-to-consumer sales and/or major gift fundraising.

Position Responsibilities

* Interfacing and developing relationships and closing sales with constituents for the Association’s and the affiliated educational foundation’s products and services: membership, event sponsorships, seats in online and hybrid educational courses, podcast advertisements, “Certified by Taxpayers” corporate certifications, independent fiscal studies, etc.
* Maintaining an awareness of relevant public policy decisions throughout San Diego County and actively seeking constituents for the Association to engage
* Developing positive working relationships with nonprofit and business organizations, elected officials and staff, public agency staff, business executives, and other community leaders and stakeholders
* Cultivating increased commitment by stewarding members, customers, and donors
* Achieving established goals

Requirements

* Strong interest and curiosity in public policy and discussion in San Diego County
* Sales background
* Strong oral and written communication abilities, self-driven mindset, and creative problem solver
* Professional appearance and presentation, and a positive attitude
* Ability to work independently in a very fast paced, high stress work environment
* Proven relationship building and stakeholder management skills
* Not afraid to make mistakes, but quick to learn from mistakes
* Immaculate attention to detail and desire to keep the Association leadership informed of progress
* Ability to work amicably with other Sales Associates

Additional Qualifications

* Political campaign experience

Contractual Arrangement:

* Compensation to be commission based on sales. Pricing on individual products and services range from $250 to $1,000 per sale; pricing for business/ corporate products and services range from $1,000 to $50,000 per sale
* Paid to attend training sessions by Association leadership, if contractor desires the training
* You have the freedom to choose where or when you work