



**C U B E**  
**MANAGEMENT**

*Sales & Marketing Talent For Growth*

## **Sales Professional – Numismatic Industry**

Our client is one of the largest precious metals and jewelry companies in the United States and a member of the Gold and Silver Exchange. A pioneer in online auctions, our client launched its first online site in August of 1995. Our client wholesales, retails and auctions jewelry, diamonds, fine watches, and precious metal bullion and rare coins products to domestic and international customers through its various locations across the country. They are also one of the largest vintage watch wholesalers in the country. In addition to its retail facilities, the company operates live Internet auctions, real-time price quotations and real-time order execution in precious metals that are provided on another website. They are looking for several highly committed, enthusiastic, self-starters to join their team of Sales Professionals. The successful candidates will be located in Beverly Hills, CA or Dallas, TX.

The ideal candidate will have previous sales experience along with a background in variety of vintage and antique fine watches, diamonds, jewelry silver, objets d'vertu, silver and numismatic experience. A strong desire to work hard and succeed in a competitive market is also an important prerequisite. The successful candidate will be required to effectively manage their territory by prospecting for appointments, presenting their extensive range of services and following through to create a successful sales opportunity. Some overnight travel maybe required to fully manage your territory.

### **Background & Experience**

- \* Understands the numismatic process
- \* Proven ability to specify solutions
- \* Presentations and technical seminars
- \* Proven ability to navigate through the value chain
- \* Previous experience in building and executing strategic sales
- \* Strong negotiating and influencing skills
- \* Understands how to qualify prospects
- \* Proven ability to navigate and identify the key decision makers within an organization and partner with these individuals
- \* Computer literacy, CRM, ability to cipher and manage data
- \* 4 year degree, preferably business management

This Company expects a great deal from its employees but the rewards are considerable. They are offering a draw against commission of 50K and total on plan earnings up to \$250k or more. In addition, you will receive typical large company benefits. If you wish to be part of this successful and vibrant organization, please email your resume to [recruiting65@cubemanagement.com](mailto:recruiting65@cubemanagement.com). This company in an Equal Opportunity / Affirmative Action Employer.



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Cube Management helps companies accelerate their sales, by providing the Sales & Marketing talent they need to grow their business. Cube Management is a leading recruiting and consulting partner to mid-market and emerging growth companies in the technology, manufacturing, healthcare and business service sectors. We work across the spectrum of Sales, Marketing and Business Development, providing holistic solutions that drive revenue and profit success. Cube Management combines Strategy, Process and People, to produce great results. For a complete list of our job openings, please visit [www.cubemanagement.com](http://www.cubemanagement.com)

Key Words:

jewelry sales, gold, silver, antique fine watches, diamonds, account executive, territory manager, district sales rep, sales representative, business development representative