

Performing Arts Laboratory Sales Representative Commission-Based Opportunity | Bloomington Opera Camp™

LIMITED POSITIONS AVAILABLE!

For people based in Central Indiana (USA) and/or Bloomington, IN (USA)

Looking for quick cash and weekly payments? Are you interested in **potential winnings of \$5K per month**? Are you passionate about the arts and excited to help communities of all ages and skill levels to access world-class artistic experiences in the summer? **Join the Performing Arts Laboratory (PAL) Sales Team** as a Sales Representative for the **Bloomington Opera Camp™** and help central Indiana communities to experience a unique Summer Camp in 2025! This three-month, independent contractor, commission-based role offers excellent earning potential, professional growth, and the opportunity to contribute to society through a transformative performing arts program.

Why Join Us?

- **Exciting Opportunity:** Represent a prestigious Performing Arts summer program with international recognition.
- **Flexible Work:** Work remotely and manage your own schedule while growing your sales experience.
- **High Earning Potential:** Scale your commissions based on your sales performance with clear incentive tiers.
- **Valuable Sales Training:** Receive professional guidance, marketing materials, and structured sales support.
- **Performance-Based Perks:** Unlock additional earnings, sales opportunities, and special discounts for friends and family members.

Commission & Earnings Potential

- **Base Commission:** 7% per sale (\$69 per registration)
- **Performance-Based Tiers:**
 - **10 Registrations/Month:** 8% commission (\$792+)
 - **15 Registrations/Month:** 10% commission (\$1,485+)
 - **20 Registrations/Month:** 12% commission (\$2,376+)
 - **30 Registrations/Month:** 14% commission (\$4,158+)

Your Responsibilities

- **Customer Outreach & Conversion:**
 - Engage with warm and semi-warm leads provided by PAL and Bloomington Opera Camp™.
 - Offer personalized guidance to potential students and parents.
 - Close registrations and secure enrollments efficiently.
- **Lead Generation:**
 - Send **25 cold emails** per week.
 - Make **15 cold calls** per week.
 - Conduct **50 follow-up emails** and **25 follow-up calls** per week.
- **Community Engagement:** Attend at least **one public event per week** to connect with potential customers.
- **Sales & Reporting:**
 - Maintain an organized sales and leads tracker.
 - Provide daily and weekly performance updates.
 - Daily performance review (via online call at a mutually agreed time) and a weekly review every Friday before weekly commissions disbursement.

What You'll Receive

- **Weekly Pay:** Receive commissions weekly every Friday (at 7% rate) for confirmed sales made at least seven days prior. At the start of each month, you'll also receive any additional percentage commission adjustments based on the previous month's total performance-based tiers.
- **Sales Support & Training:**
 - **Effective Training:**
 - A quick 2 hours online (non-synchronous) training in the full details of the Bloomington Opera Camp™, and the different avatars targets of this service.
 - A quick (30 min) in person training of management of the sales and leads tracker.
 - A **detailed Start-Guide** with email, call templates, and data base of semi-warm contacts.
 - **Marketing materials** including PDFs, images, and a dedicated website landing page.
 - Access to special **FQA** and objections handling guide.
 - Access to **discount codes** to help close sales faster.
- **First Month BOOST:**
 - **\$50 bonus** for your first completed sale.
 - **Guaranteed 10% commission** for all sales made within the first month of contract.
- **Career Growth:**
 - **Junior Sales Representative Level:** After two continual months of 20+ registrations per month, gain contract extension, additional product access, a special 20% discount for a friend/family member, and certification or letter of recommendation proven performance.
 - **Senior Sales Representative Level:** After two continual months of 30+ registrations per month, certification or letter of recommendation proven performance, gain contract extension, receive three 20% discount vouchers and access to expanded products and sales territories.

Ideal Candidate

- **Passionate about the education, arts, and sales.**
- **Self-motivated and goal-driven**, with strong communication skills.
- **Excellent** written and verbal communication skills.
- **Comfortable with cold outreach**, networking, and relationship-building.
- **Organized and detail-oriented**, capable of tracking leads and follow-ups.
- **Previous sales experience is a plus but not required** (training provided!).

How to Apply

1. Submit to your **resume** and a **short cover letter** (to solutions@performingartslab.com) explaining why you want to join the PAL & Bloomington Opera Camp™ sales team.
2. If selected, you'll complete a **sales assessment**, a **one-on-one interview** for final selection, and a **background check** to confirm hiring.
3. Start selling and earning **immediately!**

Join us in bringing world-class artistic experiences for all society!
[Apply today and be part of something extraordinary.](#)