



Job Requisition

Strategic Growth Advisor (SGA)

WHO WE ARE:

At Torch Designs, we believe that **small and medium-sized businesses are the backbone of this great nation**, and we're passionate about helping them thrive. Since 2008, we've ignited business growth through innovative marketing, creative design, and cutting-edge technology — not with cookie-cutter tactics, but with tailored solutions that deliver real results. Our culture is built on integrity, hard work, and a shared commitment to our clients' success. When they win, we win.

WHO WE'RE LOOKING FOR:

We're not looking for someone to "manage leads." We're looking for a true **sales hunter** — someone who thrives on seeking out opportunities, building relationships with decision-makers, and closing high-value deals with businesses generating \$1M+ in annual revenue. The right candidate will be fearless with cold outreach, confident in high-value conversations, and motivated by results. If you can open doors, create demand, and close deals, you'll thrive here.

WHAT YOU'LL DO:

- Drive outbound prospecting efforts to generate new business opportunities.
- Build and maintain a consistent pipeline through in-person networking events, local business visits, community engagement, calls, and emails.
- Conduct consultative meetings to understand prospect needs and present tailored solutions.
- Meet defined weekly measured activity goals and monthly revenue targets.
- Add at least **one new customer per month** while achieving \$15,000 in monthly Annualized Gross Profit (post-onboarding).

- Collaborate with our onboarding team to ensure smooth client transitions and long-term relationships.
- Uphold our company values of integrity, transparency, and professionalism in every interaction.

COMPENSATION & EARNINGS POTENTIAL:

- **Base Salary:** \$40,000 annually.
- **Ramp-Up Guarantee:** For the first 3 months, you'll receive a guaranteed monthly earnings floor of **\$5,000** (including base salary, commissions, and SPIFFs) to ensure you start strong while building your pipeline. This guarantee then tapers off over months 4–6 as you transition into full commission-based earnings.
- **Commissions:** Tiered rates of 5%–15% on monthly Annualized GP from qualifying deals.
- **SPIFFs & Bonuses:** Extra earnings for certain package types or high-performance months.
- **Six Figure Earning Potential:** \$70,000 - \$150,000+ with no cap annually by consistently meeting quotas and selling just 2–4 packages per month.

WHAT YOU BRING TO THE TABLE:

- Proven track record in B2B sales with a focus on outbound prospecting and closing.
- Exceptional comfort and confidence in approaching new prospects cold.
- Ability to identify and connect with decision-makers in \$1M+ revenue companies.
- Strong presentation, active listening, and negotiation skills.
- Self-motivation and resilience in the face of challenges.
- Commitment to accurate CRM documentation and measured activity tracking.
- Valid driver's license and reliable transportation are required. Candidates must be comfortable driving during the day and evening, navigating to unfamiliar locations, and traveling frequently for business meetings and events.

WHY TORCH DESIGNS?

We believe in rewarding effort, celebrating wins, and building a team of people who genuinely care about our clients' success. You'll have the freedom to pursue big opportunities, the support of a talented team, and a compensation structure that rewards results — not just busywork.

GENERAL REQUIREMENTS:

- **Skills Assessment:** All candidates must complete a pre-interview skills assessment.
- **Licensing & Transportation:** Valid driver's license and reliable transportation required. Frequent travel to prospect meetings, networking events, and business locations is part of this role.
- **Location:** Candidates must be located within the continental U.S. (excluding Connecticut, Kentucky, and New Mexico) and within commuting distance of a major city. Frequent, in-person communication with businesses generating \$1M+ in revenue is required.
- **Legal Work Authorization:** Must be legally authorized to work in the U.S. on a permanent basis.
- **Paid Training:** Candidates must be available to attend mandatory paid training on-site in Lakeland, Florida. Travel will be provided or reimbursed.
- **Pre-Employment Screening:** Final candidates will be required to complete a background check, credit check, and drug test, consistent with applicable law. Employment offers are contingent upon satisfactory results.

PHYSICAL REQUIREMENTS

- Must be able to sit for extended periods of time while driving or working on a computer.
- Must be able to safely operate a motor vehicle, including driving during the day, at night, and in varying weather conditions.
- Must be able to travel frequently to customer sites, meetings, trade shows, and events; occasional overnight travel may be required.

- Must be able to walk, stand, bend, and move about customer facilities, event spaces, and trade show floors as necessary.
- Must be able to lift, carry, and transport product samples, marketing materials, or display items (up to 25 lbs.).
- Must be able to use standard office and presentation equipment (computer, phone, tablet, projector, etc.).
- Must have sufficient visual and auditory acuity to interact with customers, conduct presentations, and participate in meetings and events.
- Must have the flexibility to attend meetings, customer functions, and events outside of standard business hours, including evenings and weekends when required.

HOW TO APPLY

If you're ready to join a team that rewards drive, celebrates wins, and values integrity, we'd love to hear from you.

Please email your **resume** and a **cover letter** explaining why you're the ideal candidate for this role to: careers@torchdesigns.com