

## Job Description: Dropped Domain Auctions.

### Requirements

Thank you for your interest in joining our team. This can be a very financially rewarding job for people of all skill levels, ages and abilities. You must be willing to put in the effort to source data and make calls. The products we are selling are highly valued by our clients and they practically sell themselves. Your job role is to find that person.

This job requires you to be able to work from your home / home office and be equipped with technology that you will need to complete the job.

As minimum requirements, you will need;

- Quiet Work space to make calls
- PC / Mac that is capable of running multiple internet windows at once
- Strong, reliable internet connection
- Mobile / Fixed telephone service (it is preferred to have a dedicated line for this job)
- ABN Number (or willing to get one)
- Ability to record phone calls (with your mobile or fixed line, rarely needed but a must)

*We are here to help you set your equipment up and can provide all needed details to complete the job. You will be given a staff email address and access to the back of our website where you will find resources and more information crucial to the job role. We can provide technical support to ensure your PC / Mac has everything you need to succeed. Note: There is limited support for Mac users.*

This job requires no previous experience. All training will be provided to you. That being said, as this is a commission only role, there will be an element of self-learning to ensure your making the most of your time. We can and will provide you all the background to what we do and why we do it. It is up to you how much you dedicate yourself to this role.

Points of benefit we look for (& can help you achieve)

- Willingness to learn and try new things.
- Need to be comfortable with telephone work & making calls
- Need to be willing and able (we can assist how) to source your own calling data
- Use of technology to help your sales
- Be adaptive to different methods of sales and processes
- Sales Experience / Telephone Experience / Customer service Experience

*We are not looking for fancy resumes. We are not looking to see who can "cheat" their way into this job. It's a commission only role and you must work to be rewarded. As we have and will keep mentioning, there is a lot of money to be made. We will help you achieve this outcome. The better you do, the more happy customers we have, the more money both you and the business makes. It's a win win win situation.*



## The Job

Each day of the year (365 days of the year) the government releases a list of domain names that have expired from registration from the current owners. They expire for a number of reasons, but the fact remains they have expired.

Each day at 17:00 (VIC/NSW time) we update the list on a shared spreadsheet for you to allocate yourself the next days work. Typically, you can pick between 2-3 domain names to work on.

For example; you might find on the list *slateroofingnsw.com.au*. You then put your name next to this in the sheet. Your job is to source and call relevant businesses and sell the domain name.

You will do this by searching Google, Trulocal, Gumtree & many other sources to find names and numbers of people that deal with Slate Roofing in NSW.

Once you find a buyer, put their details into the system and that's it. Job done. At 2:30pm (EST) each day the domain auction concludes. You will be paid 30% of the sales price as commission upon capture of the domain name.

Not every domain we attempt to capture actually gets caught. As the name implies, this is a domain auction and there is a few companies doing the same thing we are. You will only be paid on captured domain names. Don't worry, we secure over 98% of the names we attempt to catch, so you're in good hands. There is options to increase your chances at securing names but don't worry, we will cover this when it comes time. The important thing to note is that although you may have a "sale", get a customer's details and payment information, this does not mean the sale is payable to you in commission. This can be a little hard to explain via a formal document, but we will ensure you have a full understanding of this prior to commencing work.

## Background

N.A.D has been in operation for over 3 years and have become a very strong player in the market. We have invested a lot of time and money in our backend processes to ensure that we are the strongest company in our industry at doing what we do.

We are currently moving into the web development / SEO / online presence markets as we speak. This is not something that we will actively promote to customers, but have the ability to help them with if asked. We highly encourage you to browse our website to have a further understanding of what we do.

All of our staff are at home agents with head office based on the Bellarine in Victoria. We are an established company with vast sales experience and are here to help our staff succeed also.

We provide as much or as little interaction (such as meetings, briefs and debrief) as you are comfortable with. We want to help you succeed. When you do well, so do we.

Please see:

[www.nad.net.au](http://www.nad.net.au) our homepage. On this page you will see the domain auctions page

<https://nad.net.au/premium-domain-names/domain-purge/>. This is the list you will be working from.

You will also find some information on SEO Optimised domains <https://nad.net.au/premium-domain-names/seo-optimised-domains/> which we are the only company in Australia to offer this service as part

of the sale. You will also see <https://nad.net.au/premium-domain-names/domain-alerts-backorders/> domain alerts, a separate product from what you are selling, but this is a powerful tool to get you a pipeline for your sales (more on this later).

Thank you for reviewing this document. If you would like to know more information or progress to a formal phone interview, please apply for the job using the criteria outlined in the job ad.

Best of luck!