



Canatos Media - Sales Rep Position Details

This is a commission-only sales position. The Sales Agent will identify, engage, and close potential clients for Canatos Media's video marketing services. Canatos Media specializes in video content for businesses, including:

- Social media content
- TV/streaming commercial ads
- Podcast production
- Informative and educational videos

2. Commission Structure

A. Standard Commission (One-Off Projects)

Sales Agent will earn a **20% commission** on any one-time project sold directly by them, such as standalone video productions, commercials, or single-service packages.

B. Recurring Commission (Ongoing Service Agreements)

For clients signed to a recurring content package (e.g., monthly social media videos, podcast production, or retainer-based services), Sales Agent will earn a **15% commission** on all recurring revenue generated from that client.

- If the Sales Agent's agreement with Canatos Media is terminated (voluntarily or involuntarily), they will continue to receive commission payments for any recurring revenue from clients they originally signed, for a period of **six (6) months following the termination date**.

C. Performance-Based Bonuses

- **Monthly Bonus Tiers:**
 - \$10,000 in collected monthly sales = \$500 bonus
 - \$25,000 = \$1,500 bonus
 - \$50,000+ = \$3,000 bonus

D. Inbound Lead Commission

Sales Agent will receive a **10–12% commission** for closing company-generated inbound leads.

E. Annual Retention Bonus



If a recurring client signed by the Sales Agent remains active for **12 consecutive months**, the Sales Agent will receive a **retention bonus** ranging from **\$500 to \$1,000**, based on the value and consistency of the contract.

F. Commission Projections (Example Scenarios)

Scenario 1: \$5,000 Total Monthly Revenue (Across 3 Clients)

- Monthly Commission (15%): \$750
- Annual Commission: \$9,000
- Monthly Bonus: \$0
- Annual Bonus: \$0
- Retention Bonus: \$750
- **Total Annual Commission: \$9,750**

Scenario 2: \$10,000 Total Monthly Revenue (Across 3 Clients)

- Monthly Commission (15%): \$1,500
- Annual Commission: \$18,000
- Monthly Bonus: \$500
- Annual Bonus: \$6,000
- Retention Bonus: \$750
- **Total Annual Commission: \$24,750**

Scenario 3: \$20,000 Total Monthly Revenue (Across 3 Clients)

- Monthly Commission (15%): \$3,000
- Annual Commission: \$36,000
- Monthly Bonus: \$500
- Annual Bonus: \$6,000
- Retention Bonus: \$1,000
- **Total Annual Commission: \$43,000**