



What is a Filemark Manufacturer's Representative?

FileMark Manufacturer's Reps are independent consultants who introduce the product to potential buyers. They do not actually close the sale or provide post-sales support, but they are knowledgeable enough about the product to recognize when it may be a good fit for the customer.

For potential customers, they schedule a presentation/demo lasting between 30 and 60 minutes to confirm interest and provide a brief pricing overview. These presentations are done via webinar by FileMark personnel.

How much will I earn?

You earn a 20% commission on FileMark software purchases that result from your leads.

You earn a 20% commission on the first 3 years of Private Cloud SaaS income that result from your leads.

No commissions are paid on purchases of professional services and maintenance agreements.

What is the size of a sale?

The product is available for purchase starting at around \$8000 for 5 users, and monthly Private Cloud SaaS licenses start at \$400 per month for 5 users.

Purchases range from \$10,000 to \$75,000. Typical purchases are around \$30,000.

Private Cloud SaaS contracts range from \$400 to \$2500 per month - typical contracts are around \$1,500 per month.

Do I need training and if so, how much does it cost?

Yes, you need a total of 4 hours of web-based training to qualify and this training is free.

Are there any other costs associated with joining the program?

No.

Must I work exclusively for you or may I have other employment?

Many of our reps have other forms of employment and that is fine with us. Our only interest is that you accurately represent our products to prospective customers.

When and how do I get paid?

You are paid within 30 days of our receiving payment from the customer.

How do I register a lead?

Leads are registered with your assigned FileMark in-house sales manager contact.

Is there any restriction on the size of opportunity?

No, you may pursue any size company.

Are there any other restrictions on leads that I may register?

We will not accept leads that have already registered themselves, that have been registered by another representative, or leads for additional sales to our existing customers.

What activities are prohibited?

You cannot send unsolicited email, a.k.a. spam, that mentions the FileMark name. You are also prohibited from representing yourself to prospects as an employee of FileMark.

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