



**Campus Representative Informational
Packet:**

Spring Semester 2019

“Working as a campus rep for OnDemand Storage was an extremely rewarding position I held during my time in college. I was able to gain experience on the marketing and customer acquisition side of a business, while also improving my communication and people skills. This was an excellent talking point in interviews, as I was able to elaborate on specific contributions I made to a company and talk about unique ways I went about accomplishing goals like getting summer storage signups. The paycheck as a reward for all the hard work doesn't hurt either!”

- *Ryan Martin: Bentley University, Class of 2018*

“The Campus Rep program at OnDemand Storage was a great experience. The people at the corporate office put you in the best possible position to succeed and are available to answer questions anytime of day. I made over \$4,000 in my two years as Campus Rep, and it didn't interfere at all with my school work or social life. I wish I could still be a Campus Rep for this company”

- *Zack Morelli: University of Vermont, Class of 2016*

“I would highly recommend the OnDemand Storage student representative program to any college student. It's very flexible so a college student with any schedule can experience marketing and sales first hand. It's a great opportunity to grow professionally and add to your resume and make money while doing it! Also, the management is very friendly and will provide any needed guidance and assistance needed.

- *Zachary Ribas: Northeastern University, Class of 2021*

“Working as a rep for OnDemand Storage is such a great experience. They provide reps with tons of flexibility and support, Tracy is always there to answer any questions and guide you towards success. The team is extremely motivating which is great because you are compensated based on the work you put in. If you work hard at ODS you will be rewarded.”

- *Kaileen Greenwood: Wentworth University, Class of 2018*

Company Overview:

OnDemand Storage is a full-service storage company that targets both residential customers and college students. The company was founded by three Babson Graduates (2015): Joe Zanca, Barrett O'Neill, and Rob Caggiano, who came up with the idea in their dorm room while at school. OnDemand Storage operates through an online platform, OnDemandStorage.com, that allows students and residential customers to conveniently schedule appointments via any computer or mobile device. Customers can see, manage, and request their belongings at any time through our intuitive online platform that allows them to upload photos so they never forget what is in their unit.

Job Overview:

The goal of ODS is to get students signed up for our storage Services. To do so, we implement strategies that have generated success in the past, while also using other marketing strategies we see fit on your campus.

- Target the right demographics for storage (students who live far away from campus)
- Use flyers/door hangers to reach student housing buildings on campus
- Set up informational tables to pass out flyers/create awareness
- Locate and identify influencers on campus (Greek Life Presidents, Student Club Chairs, Team Captains, Ext.)
- High level of activity on social media platforms.
- Distribute boxes from a central location on campus (1-2 dates for 2-3 hours)
- Create email lists, or use existing ones, to keep in constant contact with the student body.

OnDemand Storage headquarters provides unmatched support to our reps and aims to put them in the best position to succeed! We provide feedback, university specific tactics, and are always open to creative ideas from our reps.

Requirements:

- Reps must be outgoing and high energy individuals who want to succeed.
- Must be willing and able to perform the necessary requirements to complete this position
- Willing to be creative while promote ODS and its services to their university/college community
- A strong-willed individual who has a knack for finding a way to “get things done”
- Hard worker who is passionate about gaining experience and the opportunity to earn money

Benefits:

On Campus Reps make money in the following ways.

- **New Business**- Bringing in new customers/pools of customers.
- **Group packages** – Getting an organization, or an entire house to sign up for our services.

Additional Benefits:

- Continue to add to professional accomplishments for resume purposes and future employment
- Gain experience in sales, marketing, and business fundamentals while working independently on this project

Scope of work:

Task Based Goals: Tasks will be given out periodically throughout the semester, and can be completed on your time, within a certain deadline.

Commission:

Reps will receive \$20 per freshman customer

Reps will Receive \$10 per new upper classman sign up

Reps will Receive a 5% commission on Group Deals (4 or more students from an organization)

Bonuses will be given to those who find innovative ways to acquire customers, get the school involved in the process, and acquire the most students during a semester.

Bonuses		
4+ Social Media Posts in the semester		\$50
Make Multiple Group Deals		\$100
Get the School Involved		\$100
Acquire a mailing/emailing list (1000+ underclassman)		\$100
Get over 50 students to use the service		\$100
Get the most students to use the service of any Rep		\$300

** Please Note that Based on our knowledge of your campus, a predetermined goal, as well as a benchmark will be set for each campus. Commissions and bonuses cannot be earned until this benchmark is met, and an additional bonus will be given for exceeding your goal!

Additionally, OnDemand Storage wants our representatives to be cognoscente that some responsibilities take place during busy times of the student’s year. However, we combat this by having state-of-the art software that allows ODS to work with our rep to customize the schedule so we can avoid conflicts.

We look forward to you joining our team and bringing our service to your school community!