



Job Title: Business-to-Business Sales Consultant
Compensation: Hourly

SUMMARY:

The Business-to-Business Sales Consultant is responsible for conducting direct sales telephone presentations to national commercial customers. Because this position is a primary contact with the Company's customers and clients, this incumbent must project a positive company image including a pleasant personality and phone voice. Under general direction and utilizing significant independent judgment, this position is responsible for assuring individualized, responsive, comprehensive service to assigned key customers to assist in meeting Company and client goals and objectives while maintaining the overall Company/customer relationship and maximizing customer satisfaction.

ESSENTIAL FUNCTIONS:

- Contact Company prospects utilizing established telephone sales presentations.
- Consult with decision makers about service contracts and other various products and services offering a comprehensive telecommunication solution.
- Continued follow-up with clientele as appropriate.
- Accurately and efficiently record information based on customer responses.
- Assist customers with issues/concerns and answer questions regarding features and benefits of current programs.
- Send appropriate forms and information to customers via facsimile or direct mail.
- Enter information gathered from potential customers into database.
- Finalize the sale!

REQUIREMENTS:

- Applicants must have at least six months of previous successful sales experience to include presentation, negotiation and problem solving skills.
- Must have excellent verbal and interpersonal skills including strong customer service and telephone etiquette skills.
- Proven experience in a professional setting.
- The ability to professionally and effectively communicate and offer sales presentations to business clientele.
- Proven ability to build rapport and maintain professional relationships with both clientele and within the everyday working environment.
- Good reading, writing and listening skills are critical.
- Proven ability to turn leads into quality sales, including effective negotiation and closing techniques.
- Experience in phone sales highly encouraged.
- Excellent attendance is essential.
- Must have the ability to be assertive, persuasive, self-motivated and to work independently.
- Must be goal oriented and have the ability to stay on task for extended periods of time.
- Ability to work in a fast-paced environment. Must be able to operate, communicate and deal with situations effectively while under pressure.
- Must be computer literate with good typing and organizational skills.