



## **Job: Sales Associate - Telemarketing**

### Description:

Contact businesses by telephone in order to promote and sell pre-employment background screening services.

- \* Deliver scripted sales pitch to the customer
- \* Adjust scripted sales pitch to meet needs of specific businesses
- \* Explain the product or service to potential customers
- \* Provide pricing details
- \* Schedule appointments for sales staff to meet prospective customers
- \* Record customer details including reaction to the product or service offered
- \* Conduct customer and marketing surveys
- \* Answer telephone calls from potential customers who are responding to advertisements
- \* Contact customers to follow up on initial interaction

### Educational Requirements:

- \* One year experience in sales, marketing, promotions or telemarketing

### Key Competencies:

- \* Demonstrated knowledge of sales and marketing principles and strategies
- \* Strong communication skills
- \* Must be a self-starter and motivated; eager to take on challenges and learn
- \* Proficiency in relevant computer applications (Word, Excel, Salesforce.com)
- \* Demonstrated ability to manage and adapt to multiple priorities

### **Skills / Requirements**

Merchants Information Solutions, Inc. is seeking candidates for an entry level telemarketing sales position. In this position, using lead lists and other sources, you will call on client prospects and following a sales script, qualify them for turnover to a sales executive. Ideal candidates will be working through a four year degree, preferably in a business related major, and have some sales experience.