

Inside Business Development Rep- Job Description

As an Inside Business Development representative, you will be assisting the delivery of Center City's Mission: To provide comprehensive Telecommunication services to organizations. If you're looking for a career (not a job), a company that's invested in your personal development, a solid compensation package, and great training, you've come to the right place.

Duties and responsibilities

- Prepares and maintains proper sales report
- Manage your own leads: utilize online and offline sources to cultivate new leads and develop/maintain your pipeline
- Make 80 daily outbound sales calls to business owners
- Drive to attain new business: make introductory calls, assess business goals through qualifying, work with business owners in assessing their telecommunications needs
- Achieve and consistently exceed monthly appointment quotas
- Comprehensive initial training with option for additional training
- Learn communication and sales techniques that will help you to never hear NO again
- Become proficient using CRM program
- Initiate calls to prospective customers to explain type of service and products offered

Knowledge, Skills, and Abilities

- General knowledge of the industry, products and/or services
- Demonstrated knowledge of selling techniques (prospecting, overcoming objections)
- Ability to assess potential sales opportunities
- Able to build customer relationships and provide appropriate levels of customer service
- Strong communication skills (verbal and written)

Education and Experience Requirements

- High school diploma or general education degree (GED), 1+ year of telemarketing, sales or telecommunications experience

How to Apply:

- Fax your resume to 248-5574994
- Email your resume to hr@ccccommunications.info

Compensation:

- Hourly Wage starting at \$14.00 to \$16.00 per hour
- Quarterly Bonuses \$250.00 and up (Based on hitting sales Goals)
- Monthly Commission of \$750.00 and up (Based hitting sales goals)
- Health Care Benefits