



TELESALES SPECIALIST

Articulate, motivated, money driven individual to make outbound telephone calls to schedule appointments for Benefits Consultants to meet with prospective customers regarding insurance brokerage services. This position offers a great opportunity to enter a culture that provides employees with continued opportunities for growth and professional development. The position also provides an opportunity for the individual to command their income level through incentives above the base salary. It includes a comprehensive benefits package, and a positive, supportive work environment.

Duties:

- Use database to make outbound calls to HR and C-level Executives.
- Deliver prepared sales scripts describing and promoting products or services.
- Use and adjust a sales call script to effectively target the needs and interest of HR and C-level Executives
- Obtain appropriate party name and contact information for potential customers from sources such as directories, reply cards and organization listings.
- Ability to handle repeated negative responses via telephone.
- Use logic and reason to identify the strengths and weakness of alternative solutions, conclusions or approaches to a problem or response.
- Maintain accurate and complete documentation of calls in the database
- Communicate professionally to convince others to schedule a sales presentation
- provide and verify information
- assist in creation and design of employee communications
- Promotes services and answer questions from prospects.
- Receive inbound calls from potential customers who have been solicited.
- Correspond in writing to prospective customers to submit marketing information, confirm appointments and verify information needed at the appointment.
- Conduct client or market surveys to obtain information about potential customers.
- Perform general sales administrative duties to assist the sales team.
Perform general administrative duties to assist other team members
- Ability to work evening hours a couple of days per week.
- Contribute to team and organizational goals

Qualifications:

- 1-2 years of experience in claims resolution or insurance customer service, preferred
- HS diploma or equivalent is required
- Sales or marketing experience, preferable in employee benefits insurance
- Solid PC proficiency in MS Word, Outlook, and the Internet. Excel, Publisher, Zoomerang and CRM database experience a plus.
- Exemplary oral communication skills
- Active Listening - providing full attention to what other people say in order to understand their point while not interrupting and asking appropriate questions at the appropriate time.
- Solid time management skills
- Professional phone manner
- Patience and the tenacity
- A positive, can-do attitude
- Ability to function as part of a team

Salary Range: \$20,000 to \$35,000 (based on education and experience) with a per appointment bonus.