

Remote Sales Representative

This is a high-performance Sales position that performs outbound sales calls to potential clients to qualify them as sales leads for the Sales Department. This position will require working closely with the Sales Department to ensure accurate and effective quality of sales leads.

This is a remote Independent Contractor position, 1099 tax status, meaning that no taxes will be withheld from your pay and you are responsible to file and pay your own taxes at the end of the year.

Responsibilities and Requirements:

- Possess STRONG sales and communication skills.
- Make outgoing calls to potential customers to schedule high quality leads for sales.
- Serve as ADT professional representative when dealing with customer communications via phone.
- Document each call as per company and departmental policies and procedures.
- Follow-up with potential customers in a timely manner if necessary.
- Demonstrate an aptitude for high-performance sales.
- Apply a positive customer service attitude in interactions with all customers.
- Be able to establish a positive rapport with customers and internal personnel.
- Be patient and understanding in all customer interactions.
- Communicate effectively and professionally in all forms of communication with internal and external customers.
- Maintain excellent attendance and login to work on time.
- Function as an effective team member while supporting the efforts and concepts of other departments.
- Support the mission, vision, and values of Time Management Systems.
- Apply personal ethics, honesty, initiative, flexibility, responsibility and confidentiality in all areas of responsibility.
- Possess an enthusiastic, energetic, self-motivated, and detail-oriented approach towards work and all work projects.
- Possess strong problem solving and decision-making skills while using good judgment.
- Multi-task and change from one task to another without loss of efficiency or composure.
- Maintain a positive work atmosphere by acting and communicating in a manner so that you get along with customers, clients, co-workers and management.

- Responsible for your own devices - your computer and required USB headset must fulfill the basic requirements of the position necessary to run our software.
- \$10/hr once sales goals are met, **plus excellent commission** earning potential. Training is paid once attendance and sales criteria are met. Ask for more information below.
- Applicant must be located in the continental United States