

SALES ASSOCIATE

2010

SOUND TELECOM – SOLAXIS

www.sound-tele.com

www.solaxis.com

Company overview -

Sound Telecom is a telecommunications company providing live agent contact support for businesses nationwide. Since its inception in 1986, Sound Telecom has grown into a nationwide leader in inbound, outbound and telephone answering services by fusing state-of-the-art technology with a friendly, professional staff. Additionally, Sound Telecom also offers a very robust suite of virtual voice, fax and phone system services through its Solaxis™ division.

Job Description -

Sound Telecom is offering a Sales Associate position to a motivated and performance-driven person. Your job will be to consult with sales prospects and close business agreements for our entire suite of Telephone Answering, Call Center Support Service and hosted voice communications services. You will properly manage and close assigned incoming leads and you will regularly prospect for, develop and close business agreements with new sales leads. We are offering a competitive base salary and an aggressive commission. You can achieve a strong first year earnings potential.

Performance Requirements

- **Sell \$5,000 or more in recurring services each month**

INBOUND PRODUCTIVITY

- Qualify 100% of all inbound leads assigned to you each day (Estimate 4 leads or more daily)
- Generate 88 or more inbound leads monthly (4 daily leads x 22 work days = 88 Leads or more)
- Handle 50% of all after hours/weekend leads assigned each month (8 or more)
- Close 25% or more of all inbound leads each month (96 leads x 25% = 24 or more closed agreements)

OUTBOUND PRODUCTIVITY

- Generate 30 or more outbound prospecting calls daily
- Qualify 2 or more viable prospect daily through outbound efforts
- Close 13 or more outbound leads per month (44 leads x 25% = 11 or more closed agreements)

SALES FOLLOW-UP

- Follow-up on every qualified sales lead at least 7 times (email/phone combined)

REFERRAL SALES PRODUCTIVITY

- Call every newly-closed customer and ask for 3 referrals
- Generate 8 or more qualified referral leads monthly
- Close 25% or more of all referral leads

REPORTING

- Produce daily Outbound Productivity Report
- Produce daily Sales Closing Report

CUSTOMER SERVICE

- Handle sales and service-related support requests as needed on a daily basis

Close Sales and Meet Quota: Achieve minimum sales quota of \$5,000 per month within 30 days of training. Complete training in 2 weeks or less. Add 42 or more new accounts each month. Achieve average close rate of 25% or higher on all prospects you manage.

Time Management and Organization: Effectively follow-up on 140 or more leads monthly. Maintain timely and accurate follow-up schedule with each prospect. Produce detailed notes for each sales prospect in our sales management database.

Outbound Prospecting: Produce 30 outbound prospecting calls daily. Generate 2 qualified outbound leads daily as a result of prospecting calls. Close 25% or more of qualified outbound leads each month.

Productivity Reports: Produce daily productivity reports.

Sales Consulting: Develop relationships with prospects and close sales using a consultative sales approach. Use excellent communications skills both written and verbal. Determine where the prospect's "needs" are and develop solutions that result in sales.

Desired Skills and Qualifications -

- Demonstrate proven ability to close sales while meeting and exceeding established quotas
- Demonstrate proven ability to prospect for new leads and close sales. Must have no aversion to cold calling.
- Demonstrate proven ability to manage multiple sales prospects simultaneously while keeping up with a timely follow-up schedule.
- Demonstrate your ability to manage your time effectively and stay organized.
- Proven ability to provide excellent customer service with a professional attitude and demeanor
- Proven ability to handle a consultative-based sales approach.
- Proven problem-solving skills, ability to develop creative solutions to problems and a strong ability to think logically and handle technical discussions.
- Proven ability to provide superior customer service through written and verbal communications.
- Proven computer skills with an emphasis on the Microsoft suite of products.
- Proven ability to be punctual, dependable and loyal.

Additional Job Requirements

- Available to handle after-hours and weekend sales prospects.
- Available to attend outside sales meetings networking responsibilities
- Ability to provide basic technical support and troubleshooting
- Ability to provide excellent customer service and support
- Ability to provide account retention
- Ability to produce careful documentation and collateral materials designed to close sales

Is this you? If it is, then you are excited, motivated and passionate about what you do. You work hard to meet sales quotas and deadlines and you are excited about the commissions that you will earn. You are looking for a company you can believe in and are ready to put 100% effort into making things happen. You are a "roll-up-the-sleeves" person and will do what is necessary to achieve goals. You want to learn, grow, produce and be respected by your for the talents you bring to the organization.

If this really is you, then Sound Telecom is the right fit!

Personality Profile -

- "Roll up the shirt sleeves"
- "Quota Buster!"
- Self-directed
- Ambitious
- Friendly and congenial
- Natural communicator with the ability to write effectively
- Tech-savvy with a high retention rate for new information
- Goal oriented
- Enjoys trouble-shooting and solving for "x"
- Avid Reader – always keeping an eye on self-improvement

Send your PDF or Word Resume to:

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