

Corporate Inside Sales - Telecommute

About Us:

We have a web based service that allows membership associations to conduct their elections of officer and board of directors online instead of sending out paper ballots. The benefit to these associations, our clients, is to save the expense of sending out paper ballots. Then having to receive them back, open and tally them. This not only saves them that expense but eliminates the staff time and the opportunity for election fraud. Take a look at our website for more information: www.ezVoteOnline.com.

We need a dedicated salesperson to call these associations and inform them of our beneficial service, then to get them to agree to create a demonstration ballot with us.

Successful candidates will be required to telecommute from their home office equipped with computer, high-speed internet access, Outlook, Customer Relationship Software (CRM provided), and unlimited local and long distance phone service.

Responsibilities:

- Call prospects to introduce product/service.
- Business to Business Contacts (associations) will be provided from the company's database.
- Develop a rapport with the client so that you can effectively explain the features & benefits of our service.
- Have the client register and conduct a 'Demo' resulting in a ballot (sample or actual) that will be used to show to the association executive staff how simple the whole process is.
- Complete and maintain customer relationship database
- No travel or outside appointments necessary
- No script, but we provide an outline that you use to lead the conversation.

Skills:

- Excellent telephone communication skills
- Strategic thinker and presents ideas effectively
- Well organized and excellent follow through
- Team player and open to suggestions to improve results
- Proficient with internet usage and Customer Relationship Software
- Results focused and process oriented

As a B2B sales organization, we do not pressure our clients. We expect you to show them that using our web based election service will be a distinct advantage to their organization.

Compensation:

Telephone contacts with the associations that we provide: \$8.00 per hour.
Additional compensation (commissions) paid commensurate with the revenue generated.