

TELEMARKETING/LEAD GENERATION SPECIALIST:

Job Description:

PeopleForce Solutions sells and delivers enterprise-wide time and attendance and labor management solutions, including stand-alone and web-based services.

The Telemarketing/Lead Generation Specialist is a part-time (15-20 hours per week), home-based position focused on generating sales leads for the PeopleForce Solutions Account Manager and closing sales of the web-based time and attendance product.

Specific Responsibilities:

Identify and contact difficult to reach decision makers and communicate value propositions for PeopleForce Solutions services.

- Sell time and attendance products and services to business owners and senior management. Close internet-based sales of the web-based time and attendance product.
- Develop new client relationships and perform client needs analysis.
- Coordinate sales appointments for the PeopleForce Solutions Account Manager.
- Proactively cold-call into target market and maintain a healthy prospect pipeline.
- Meet or exceeding corporate-assigned sales goals and quotas.
- Document and submitting weekly activity reports to management on a timely basis.
- Gather data for market research purposes.
- Project a positive image when representing company to prospective clients and community.
- Ability to work independently and without direct supervision. This is a home-based position with periodic meetings at the PeopleForce office in Ann Arbor. Access to a personal computer, Internet and telephone would be required. PeopleForce will reimburse for out-of-pocket telephone expenses.

Position Requirements:

- Bachelor's degree or equivalent preferred
- 2 years successful outbound calling/telesales/telemarketing experience in business-to-business, technical sales or software industry.
- Documented history of success in previous sales roles.
- Strong verbal communication, networking and relationship building skills to achieve quota required.
- Basic understanding of network systems and internet applications as well as computer programs (MS Office, contact management), databases, platforms, operating systems.
- Display maturity, competitiveness, good business and work ethics.
- Ability to work independently to prospect and develop new business to company.

Compensation

- \$12 - \$15 per hour plus bonus based on leads resulting in sales.
- Contact Information
- Email resume to hr@peopleforcesolutions.com
- Website: www.peopleforcesolutions.com