

Work from Home - \$12+/hr +incentive B2B Technical Consulting Sales

Position Description

Pearrari Solutions is a virtual office technology consulting firm specializing serving financial institutions and the software companies that provide solutions for them.

We seek four motivated **Associate Sales Consultants** with the ability to communicate effectively and persuasively with business executives. These are home-based contract positions working **part time** or **full time** in the Philadelphia metropolitan area. Work **flexible hours**, generally constrained to 8:00 AM - 8 PM Eastern.

Secure appointments over the phone with business executives at financial institutions (credit unions and banks). You will make business-to-business calls. No residential/after hours calls. Your role is to locate and pre-qualify consulting sales leads. You are not responsible for closing sales. Calls are positive, professional, friendly and upbeat with no high-pressure tactics.

Associate Sales Consultants utilize marketing and sales skills to develop and qualify sales leads for the Practice Director to close. This process includes internet research to identify appropriate prospect companies and their contacts, navigating through those companies to identify decision-makers, understanding the client's situation and needs, when appropriate, introduce our services and value proposition, qualify the fit, motivate them to take action, and identify the appropriate follow up needed to initiate the sales process.

The position demands a strong phone presence along with creativity, perseverance, and absolute integrity.

Your Practice Director will provide you with on-going training, coaching and support. For the right candidate, consulting work and occasional travel *may* be available in addition to lead generation activities.

Key Responsibilities:

- Telemarketing – actively contact prospects to qualify needs
- Direct E-mail – provide prospects with client information to cultivate relationships
- Prospect List Management – Organize and maintain a prospect database and phone list
- Sales Lead Distribution – handing off details of appointments and call summary
- Reporting – Track activity and prepare activity summary reports
- Training – Participation in group training and skill development

The position requires cold calling financial institution lending executives to qualify leads and set appointments for our business. It requires an assertive, friendly personality, and sales skills. Compensation for this position starts at \$12 per hour with the opportunity for raises up to \$16 per hour for good performance over time. Representatives must generally work 10+ hours per week. This is a regular contract position. It is not multilevel.

Requirements

- Fluent, pleasant and persuasive interpersonal communications in English
- Computer skills including keyboarding, Excel, Word, and E-mail required
- Work independently & efficiently manage time
- Well organized
- Sales, appointment setting, or outbound call center experience is a plus
- Ability to learn quickly
- Experience in credit unions strongly preferred
- Loan origination experience strongly preferred
- You must provide the following for yourself
 - A private/quiet place to work where you can make outbound phone calls
 - A phone
 - A computer with internet access, Microsoft Word & Excel
 - Unlimited flat rate long distance plan

To Apply –

- Send brief email to sales@pearrari.com describing why you are a fit for this position
- Do not send a resume
- Do not call