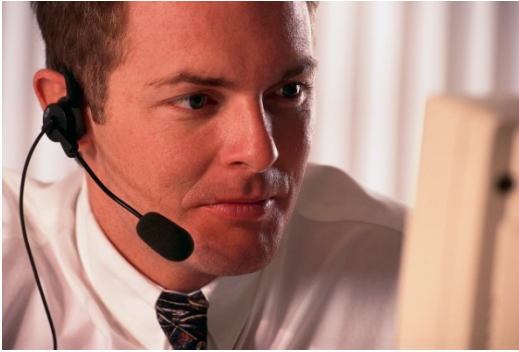


Telemarketer Coordinator



Experienced Telemarketers

Oracle Management Consulting is a leader in Performance Measurement . We are a fast growing company looking for a talented/experienced telemarketer in a high volume, fast paced environment. You will not be selling a product but instead will be responsible for setting qualified meetings to business professionals for our sales team to sell our consulting services. This role provides a great career path to becoming an account executive for driven and successful candidates.

Required Qualifications:

- 1-2 years of experience
- Self driven, motivated and results oriented
- Exceptional telephone communication skills
- Experience in a cold-calling environment
- Selling experience
- Ability to develop strong relationships with business leaders by demonstrating excellent interpersonal and communication skills
- Must be able to pass background check/drug test

Job Description

- Make a set number of targeted outbound calls to business executives to set up meetings for our sales force to sell our consulting services
- Consistently meet/exceed sales goals on a weekly basis
- Update and manage the meeting schedule to minimize travel costs and ensure coverage of all scheduled meetings
- Conduct basic research into named industry segments so as to be able to make an informed call. Identify and remain up to date on industry trends and potential business opportunities
- Research specific companies to provide a comprehensive study for the use in preparing for a first meeting
- Prepare summary status report of calls made and specific points of interest identified by potential client executives

Benefits:

- Base plus commission – Starting salary is \$250/week plus \$50.00 per qualified meeting held.
- Bonus for every project resulting from meeting set by telemarketer.
- Health benefits after 90 days
- 1 weeks paid vacation during first year and after 90 days

Location: Southeast Florida (Palm Beach, Broward or Dade county)

Employee Type: Full-Time/ 8:00-5:30

Employee Industry: Sales – Marketing in Management Consulting