

FIRST SENTINEL TECHNOLOGIES

JOB DESCRIPTION

Position: Telemarketing Sales Person

Key Responsibility:

Responsible for scheduling product demonstrations from initial contact with 1st responders.

Reporting: Senior Sales Supervisor

Direct Reports: None

Qualifications:

- Clear, concise telephone presentation style
- Intermediate capability with Microsoft Word, Excel and PowerPoint
- Energetic, Organized, Works as part of a team

Experience: Six months to one year software telemarketing. For this particular role attitude and aptitude win over experience.

Duties:

- Developing new business through telemarketing, courtesy and follow-up calls from contact lists,
- Area involves supporting pre-sales activities by providing basic information about product specifications and the ways in which they could meet the customers' needs,
- Maintain information as directed for market research,
- Maintain and provide status reports on activities,
- As the incumbent develops he/she will be reviewing progress and identifying opportunities for further sales and new areas for development and,
- Continuous learning and improvement and personal development.