



Job Description

Coast-to-Coast Coordinator

Position Title: Sales **Location:** Your Home **Compensation:** Commission-based
Hours per Week: Full Time **Travel:** None

Company Profile: Antoinette Tuff is the CEO, Speaker & Author. In August 2013, Antoinette was alone with a gunman, in possession of an AK47 and over 500 rounds of ammunition. He was prepared to take his life along with the lives of children, teachers and faculty at the R. E. McNair Discovery Learning Academy where she was employed at the time. Her story grabbed headlines across the world because of her ability to talk him down, potentially saving the lives of hundreds. Antoinette's extraordinary human drama of a school under siege, grabbed headlines around the world. Antoinette has been seen on Anderson Cooper 360, CNN, Good Morning America, The Steve Harvey Show, Nightly News with Diane Sawyer, The Arsenio Hall Show, The View and various other news outlets. The world has embraced Antoinette and deemed her to be their new hero!

Experience: At least 1 year proven phone experience in the B2B environment working with professional at every level and celebrities.

Do you enjoy Cold Calling?

This role is for heavy hitters who want to make a difference in the lives of children and community. We need inside phone representatives to build business opportunities by booking national and international speaking engagements. This position is an exceptional opportunity to join a dynamic team.

Position Description: This position is 100% phone sales. Representative must activate leads provided by company and secure own leads and referrals.

- ✓ Be aggressive in generating results with key decision makers each day
- ✓ Report activity and results on a daily basis
- ✓ Attend and assist with yearly Community Summit and Antoinette Tuff's Day.
- ✓ Over 50% of your leads will be cold calls
- ✓ Performs all other related duties as assigned.

Qualifications:

- ✓ Track record of meeting or exceeding quota
- ✓ Strong communication skills, both verbal, over the phone and written, organizational skills, both analytical and problem solving, and the ability to work with confidential documents.
- ✓ Ability to manage multiple tasks and achieve deadlines under pressure.
- ✓ Must have at least 1 year proven phone success in the B2B environment
- ✓ Candidates must have an unstoppable mindset, coachable, resourceful, passionate about helping businesses grow, honest, follow-up, strong work ethic and excellent closing skills
- ✓ The ability to work from your home

Application Instructions:

Please send resume, cover letter, salary requirements and references to:

employment@antoinettetuff.com