



Job Description

Coast-to-Coast Coordinator

Position Title: Sales
Hours per Week: Full Time

Location: Your Home
Travel: None

Compensation: Commission-based

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.

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 next generation and have B2B opportunities. 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 who looks forward to serving others and represent the transformational strategies of Antoinette Tuff.

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 STEAM Educational Showcase and Town Hall Meetings
- ✓ Over 50% of your leads will be cold calls
- ✓ Performs all other related duties as assigned.

Requirements:

- ✓ Proven inside sales experience.
- ✓ Track record of over-achieving quota
- ✓ Strong phone presence and experience dials dozens of calls per day
- ✓ Proficient with corporate productivity and web presentation tools
- ✓ Experience working with CRM's
- ✓ Strong listening and presentation skills
- ✓ BA/BS degree or equivalent

Qualifications:

- ✓ 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 and references to: employment@antoinettetuff.com