

Success Agent – Inside Phone Sales Job Description:

- Participate in daily team meetings
- Answer incoming calls, provide support and sale products
- Make outbound calls as directed
- Help our support department as needed

Job Overview:

- Participate in sales trainings to improve sales skills
- Make scheduled Discovery Calls and Consultation Calls
- Reach out to leads via phone or email
- Event leads for Live Training Events and Home Study Course Sales
- Contact forms filled out
- Warm/hot leads from webinars/videos
- Any lead lists sent to you
- Send out videos/links emails to leads who need more info
- Make follow up calls with leads to secure sales
- Get assistance from team lead with follow ups as needed
- Attempt to track noticeable trends in leads to give feedback to the marketing team • Enter interactions in CRM (infusion) soft/tracking/make follow up appointments
- Follow up on all sales
- Make sales quota each month

Please submit a resume and inquire to Tyler@RALAcademy.com