

**Job Title: Sales Consultant**

Division:	Business Development	Req #:131001	
City:	Virtual	State:	Florida
Shift:	NA	Travel Involved:	Minimal
Category:	Sales	Type of Position:	Full or Part Time

Are you interested in joining one of the fastest-growing, and most dynamic companies? If so, you have come to the right place. Join our team and take your career to the next level. First Intel Group aids businesses in making smart hiring decisions, manage risks, prevent actual or potential fraud, claims, or other liabilities. We do this through the deployment of a comprehensive suite of employment background screening services including the industry's most thorough and accurate criminal background checks, resume verification services and substance abuse screening.

We are currently hiring motivated sales people to work from home. You work with your own schedule, at your own pace. Since you'll be working from home the benefits are endless. No bumper-to-bumper traffic to deal with on your commute to work!

**Principal responsibilities include:**

Develops and maintains an active lead generation plan within the assigned territory through the use of cold calling, referrals, established contacts, and direct mailing.

Plans a sales approach designed to determine the prospect's needs and wants for the product/services offered.

Provides timely and effective sales presentations to prospective customer

Conducts job surveys specifying the type of systems required, provides a cost proposal and layout to be used as a basis for the contract.

Exhibits a thorough knowledge of all pricing procedures and strategies to ensure that contract estimates are accurate and will deliver the expected return.

Follows-up after completion of the installation to make certain that the system is working properly, to explain its operation to the customer, and maintain a rapport that will result in continual referrals.

Responsible for planning, forecasting and monitoring all costs. Implements corrective actions to ensure costs are consistent with financial plans. Responsible for negotiating agreements as required, and serves as primary contract.

Develop relationships with and maintain communications with new businesses through various mediums.

Provide professional and technical advice on business applications to ensure account satisfaction by fulfilling customer needs.

Respond to customer inquiries to retain and grow existing revenues while securing new accounts.

Respond to Request for Proposals (RFPs)



The candidate must be a self-starter who can add new accounts, do product demonstrations, and be involved in association events. The right candidate must be a self-starter with the ability to produce results with minimum supervision. The position will be working from home in a remote situation. Training will be provided.

**Desired Qualifications:**

Hunger to win

A “Hunter” sales mentality

Consistency in exceeding sales plans

Understanding of systems design and application, pricing, lead generation, and time management

High School Diploma or equivalent

Bachelor’s degree preferred (Business, HR Background is a plus)

Must be a self-starter

Proficient in Microsoft Office Word, Excel & PowerPoint)

**Apply Today** Send resume to [sales@firstintelgroup.com](mailto:sales@firstintelgroup.com)