

Position: Sales & Marketing Consultant

Company Overview:

Integral Choice is a leading national provider of telecommunication services both wireline and mobility, cloud solutions, equipment, and expense management solutions. Integral Choice represents over sixty-five suppliers nationally with recognized brands, such as, at&t, Windstream, and Comcast. We are in our 16th year of operations. Integral Choice is a privately held company with headquarters in Marietta, GA. It is our goal to have very satisfied long-term customers while being profitable and to do so with strong customer acquisition, retention, and customer service!

This opportunity includes base income as a W-2 employee, commissions are an important part of the compensation plan, other incentives, STD/LTD, PTO and life insurance. At Integral Choice your hard work, integrity, strong collaboration and communication can make a big impact! This is an entry level sales and marketing role where you will be selling and marketing next-gen technology solutions using a targeted approach with mostly outbound prospecting utilizing the phone, hosting some events, and some outside sales work. You must have the ability to switch areas of focus quickly. Also, this role is a stepping stone platform to grow into an independent agent role where your days will be mostly independent and you can continuously grow your income with residual based compensation in addition to upfront compensation. You will have the choice as you grow to build your own independent business with Integral Choice. If you want to learn a great industry, develop and fine tune sales skills, and grow this position is for you!

Realistic earning expectations not including the other components of the overall package is \$35,000 to \$60,000 in year one, but there is no cap. With a base range of \$25,000 to \$30,000.

Skill Sets, Qualifications, and Details:

- Minimum bachelor's degree or at least four years of sales experience
- Comfort with computer including ability to type 35 WPM or better, with 10 key ability being preferred
- Excel or Equivalent Calc (Open Office) intermediate skills
- Good grammar skills both written and oral as we do not need embarrassing emails
- Comfortable talking on the phone the majority of the day with both hearing and being understood on the phone
- 1 year applicable sales experience desired
- CRM previous experience (we use Salesforce)
- B2B Telecommunications sales experience is a plus
- Ethical in dealing with customers', prospects, and co-workers
- Good organizational skills and time management
- Competitive attitude that translates into work enthusiasm and a winning attitude.
- Self-Confident
- Ability to handle criticism and use this to learn and better your performance
- Not scared to cold call
- Coachable
- Successful track record of sales is a benefit
- Mobility sales experience with business is a benefit
- High self-motivation and confidence

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- Ability to prioritize and manage your day
 - Strong organizations skills with ability to handle many open items daily
 - Lead and funnel management including reporting and forecasting
 - Achieve targeted sales numbers
 - Consultative selling experience is a plus
 - Telesales/Telemarketing experience

Working Conditions:

- Location: Marietta, GA office, but there may be the opportunity for remote working for a couple of positions
- Ability to handle an environment where sales are challenging to create due to significant objections
- Role will be 40 to 45 hours weekly
- Pressure to meet performance requirements
- Business casual dress code with even more relaxed Fridays
- Short workday Fridays

Submission Process: Please submit a cover letter detailing why this position appeals to you and reasons why you should be considered. In your email please include the best way to contact you for an interview and your resume as an attachment. Please submit all required documents to recruiting@4ici.com with the following text in the subject line "Application Sales & Marketing Consultant"