

Position: Sales & Marketing Development Manager

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 salary as a W-2 employee, commissions including opportunity for residual and upfront opportunity, other incentives, STD/LTD, PTO and life insurance. At Integral Choice your hard work, integrity, strong collaboration and communication can make a big impact at a small company where you will have the ability to develop and lead! If you have an entrepreneurial spirit and the necessary experience and skill sets this position could be for you.

Earning expectation is Six Digits if you are not on that run rate by the end of the first year of employment, we are doing something wrong.

Location: Required to work out of office in Marietta, GA some flex home hours may be available down the road.

Availability: We are looking to fill this position immediately.

Summary:

Integral Choice is aggressively looking to grow direct sales and indirect sales through inside sales reps, outside sales consultants, and indirect initiatives. To do so we are looking for a key team member to help develop, grow, support, and manage many of these areas. This opportunity includes the ability to write your own success by meeting and exceeding goals. Integral Choice has top paying master agent agreements with top carriers nationally, which translates into more money for you and leverage in the marketplace. Initially sales will be focused on next-gen solutions for Hosted Phone System Solutions, Contact Center Solutions, and Transport through growing a small team internally. We are looking to focus on the larger SMB space and mid-market predominantly. Experience at selling telecommunications services and technology into these spaces is important. Also, experience with channel (indirect) sales through partners is a benefit.

Skill Sets, Qualifications, and Details:

- Ability to handle multiple initiatives at same time while prioritizing your day as there will never be enough time for everything wanted to be accomplished
- Understands sales process and has sold WAN to midmarket companies spending \$20,000 to \$100,000 monthly on their network, VOIP solutions including Hosted IP in SMB applications to enterprise contact solutions, understands data and voice applications and the different ways to architect a solution
- Very familiar with the business telecom landscape
- Not afraid to hit the phones to prospect and sell
- Can do take over calls from reps to help close a deal or appointments

- Not arrogant or unwilling to "roll up the sleeves" and do cold calling over phone or on street, booth events, deal with inside sales management. Actually, we prefer someone who enjoys these activities.
- Sales management experience including sales metrics for inside sales, appointment setting, and cold calling for an activity driven results model
- Inbound sales experience is a plus, but outbound sales experience is a must no matter if the vehicle is over phone or in person
- No we do not have a dedicated trainer you will need to develop portions of training material, train, and provide ongoing training. This includes "newbies" to the industry and potentially B2B sales
- Ability to 10 key type and type while talking or not looking at keyboard. We don't want to have an inefficient leader on the team that is slow at typing since a lot of work will be done on a computer
- Ability to use tools like excel, no really can use it, ability to analyze profit, compensation plan merits, make decisions that project profitability and present those through use of tools like excel, build spend analysis for a customer presentation in excel as needed etc
- Telesales indirect channel recruitment for outsourcing tested campaigns in a pay for performance model
- Ability to work collectively with upper management on strategy, areas of focus, ideas, and to NOT be a "yes person", but rather someone that can professionally say no or call out what is probably an incorrect expectation
- Experience working with marketing and ability to do so in this role is critical to collaborate and determine a go to market strategy within a targeted area to build a cohesive strategy to drive business is a plus, but not required
- Experience working with leads and databases is beneficial and desired
- Salesforce experience is a plus and at least CRM experience is desired
- Confident in yourself and that you can back that up through your capabilities and performance
- Can do campaign developmental work with Marketing to cohesively work towards driving business on specific initiatives, building the training, helping define leads, teach how to sell, how to process, etc
- Grammar skills are expected to not write embarrassing emails and present a polished image
- Achieve targeted sales numbers and forecast accurately
- Consultative selling experience
- 45 to 50 hours a week is expected in the first year
- Travel will be required from time to time, but you will be sleeping most nights at your house and we encourage taking time for family and outside work experiences.
- You need to be able to think and apply your experience, reports, and knowledge to problem solve and build a more impactful sales channel(s)

We sincerely hope that if you are qualified and desire to achieve that you contact us. On the same token if the above bullet points scare you or you find yourself thinking I'm not a good fit for this that you do not waste your time or ours. We are not a large company, but we are confident we can overcome that objection with you. Thank you for your consideration and time invested in evaluating this opportunity.

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 “Sales & Marketing Development Manager”

