

Telemarketing Job Description

Position: Telemarketing Representative

Drug Test: Yes

Type of Company: Information technology

Background Check: yes

Rate of Pay: TBD

Physical: Yes

Hours per week: 20 - 40

DMV: Yes – must have own transportation

Location: Stockton

Schedule: Must be flexible

Objective:

A Stockton based IT services company is seeking a highly energetic, active and experienced telemarketing representative. We offer a comprehensive outsourced IT support solution for small and medium businesses throughout Northern California. Our experienced staff and sophisticated monitoring and remote management tools allows us to provide a cost-effective solution to managing IT systems including workstations, server and networking devices.

This position is responsible for qualifying opportunities and setting up appointments for our Managed Services Account Executives. Develop contracts with existing and prospective customers, analyze their requirements and promote our Managed Services to fill those requirements. Analyzes sales territory, and prepare weekly activity forecasts for Vice President of Sales.

Desired Skills and Experience

The ideal Candidate would have 2 – 3 years telemarketing experience, be able to identify new prospects, manage database of prospects, understand IT support needs, cold call into accounts, identify decision maker, qualify opportunities and have polished phone presentation skills.

Company Description

Headquartered in Stockton, we provide IT solutions and services to businesses throughout Northern California. Our customers range from small to mid-size businesses, to large corporations, to state and local government agencies. Our solution offerings include Desktops, Servers, Firewalls, Custom Software and Managed Services.

Founded 6 years ago, we employ approximately 13 talented and dynamic individuals. We are the fastest growing and largest provider of IT services in San Joaquin County. For more information, please submit your resume and references.

We offer very attractive compensation packages and benefits.