



Position: Telesales / Entry Level Sales (F/T; P/T; Mother's Hours; Evenings) Entry, Intermediate and Advanced Levels

The Training Associates (TTA) is a fast growing and financially strong company with professional management. We are the world's largest and oldest provider of trainers and trainer delivery solutions. We are currently looking for **Telesales Representatives** interested in part-time or full-time employment to join our 60+ person home office on Route 9 in Westborough, MA. TTA prides itself on being a dynamic, friendly and EXCITING place to work.

Responsibilities (for all levels), include, but not limited to:

- Calling on existing leads within TTA's database to pitch our value add
- Following market specific scripts for various phases of telesales
- Updating and/or adding correct names, titles, telephone numbers, email addresses of training decision makers from Operators and Administrative Staff and enter into our proprietary Customer Relationship Management (CRM) database
- Educating Learning & Development training authorities on the three fold value proposition we offer
- Exploring opportunities to quote on training initiatives (and forward interested prospects and requirements to our sales reps for follow through)
- Scheduling Meetings for Sales Reps for business development cultivation purposes
- Sending Outlook meeting invites to prospects and Sales force as needed, etc.

Minimum Requirements:

- 1-2 years Business to Business (B2B) outbound telesales experience within a call center environment
- Good verbal & typing skills (minimum of 45+ wpm)
- Customer Relationship Management (CRM) database experience
- Strong work ethic, with ability to work well in a team environment
- Proficiency with Microsoft Office Applications essential
- Self-motivated

Compensation/Career Path:

- Base, plus commission structures for all phases of telesales
- Sales and Marketing career path growth opportunities for the right candidates

Please send resume to: HR@TheTrainingAssociates.com

Learn more at www.TheTrainingAssociates.com