

Intuitive Risk Management International is a mission-driven company. Our protective services division's legal service and identity theft programs provide solutions that protect and benefit employers, small business owners, individuals and families. Providing consultative services, education, awareness and outreach is key to our approach; analyzing challenges and assessing needs to provide solutions that empower and make a difference. IRMI still holds true to the core values have made us a true success.

Do you like variety and the challenge of building ongoing relationships with customers?

Are you customer focused and sales driven?

If you answered yes to these questions AND have a proven sales track record, we want to hear from you!

As an Outside Sales Representative for IRMI, you'll acquire new business by developing strong customer relationships, maintaining an active call back list, and creating and following-up referrals from existing customer base.

How to apply? Submit an online application with resume via www.intuitiveriskmanagement.com

Job Description

- Establish new business opportunities with potential customers through cold calling, telemarketing, provided leads, networking and client/associate referrals
 - Work to establish add-on business with existing customers
 - Maintain an organized and easily accessible filing system (sales leads, prospective business, new business activity, add-on business activity, forecasting, quota details, etc.)
 - Achieve monthly and yearly quota requirements
 - Maintain up-to-date knowledge base of entire product line
 - Attend industry and product related training programs, conferences, seminars and educational forums
 - Work closely with inside sales consultants to assure customer satisfaction and business accountability
 - Assist CEO in developing new business ideas and accompanying marketing materials to achieve sales objectives
 - Work to build long term relationships with customer base
 - Provide accurate price quotes in a timely manner to customers
 - Perform other duties as assigned
- Join our sales team to enjoy flexible and unlimited income potential, backed by solid training and support.

ESSENTIAL FUNCTIONS OF THE ROLE:

- Ability to travel locally
- Ability to communicate verbally and through electronic media
- Ability to work within a team
- Access to internet, laptop and mobile phone
- Work from home

QUALIFICATIONS:

Academic/Credentials/Certifications:

- High School diploma required; Associates preferred

Length of Experience:

- At least 2 years of business-to-business outside sales experience, inside sales or employee benefits administration experience
- Additional business experience is preferred

Specialized Skills/Technical Knowledge:

- Customer-focused, Competitive, Tenacious, Resilient, Confident, Passionate, Adaptive and Intelligent

Position type:

- Contract; part-time