

Consultant Description

Overview

We are looking to hire and train a group of champion-level consultants to expand our growing business! You will provide complete and appropriate solutions for every customer based on their individual needs and circumstances. If you are a results-driven self-starter, apply now!

Consultant Responsibilities:

- Listen to client needs and concerns & suggest viable solutions to problems
- Present, promote and sell products/services to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends
- Continuously improve through feedback

Consultant Qualifications:

- HS Diploma/GED (Bachelor's degree preferred)
- Computer and telephone or smartphone access
- Exceptional communication and negotiation skills
- Highly motivated and target driven
- Prioritizing, time management and organizational skills
- Relationship management skills and openness to feedback
- Bilingual (preferred)