



**Corporate Headquarters**

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**Director Sales/Business Development**

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**About TMone** ([www.TMone.com](http://www.TMone.com)) Founded in 2003 and headquartered in Iowa City, IA TMone (pronounced T-M-one) is a leading front office Business Process Outsourcing (BPO) firm specializing in customer relationship management (CRM) customer service selling (CSS), and database management (DBM) through multiple service delivery locations in America. TMone has been recognized as one of Inc. Magazines fastest growing companies in the US for the last 5 years and has a capacity of 1,500 contact center seats.

- Base Salary negotiable based on fit and experience
- Lucrative Individual production compensation plan (above industry standard)
- Full medical, dental and vision
- Paid Vacation/ Holidays
- Additional advancement opportunities
- Relocation or Virtual Position

**Description**

Closely-held, Customer Contact Center with great chemistry seeks up and coming achiever who is tired of dead-ends, empty promises, lack of resources and corporate bureaucracy. Company seeks assertive and aggressive hired gun that seeks an NO EXCUSE environment and is comfortable with accountability and aggressive but manageable growth targets. This person loves to win, never cheats, never exaggerates and always delivers. Perfect candidate must have horsepower to obtain and nurture prospect without any additional personnel.

Successful candidate must have **documented** success winning new large accounts in the Call Center space. Proven track record of strategy development, messaging and amazing common sense will be qualifiers. Execution and history of new business wins will be the difference maker. Expectations are reasonable, pace is quick but not hurried, and compensation is uncapped and paid on results. All business practices will pass the highest levels of integrity and questionable business practices are never tolerated. Successful candidate will be vetted through independent Sales Leadership Assessments, background check, proof of income, employment verification and positive references will be required to pass a background check and drug screening.

**Responsibilities/Duties/Attributes:**

- MUST HAVE Bachelor degree and/or a minimum of 5+ Years of Call/Contact Center Experience.
- Bring new EXTRAORDINARY talent to our sales team as independent representatives
- Proactively develop and execute a multi-year strategic marketing and sales plan to create future growth for the company.
- Willing to Travel. (ie Trade Show , client visits etc.)
- Strong business ethics
- Takes responsibility for results
- Can be trusted with confidential information
- Familiarity with Salesforce.com
- Software Proficient User (ie, MS Office)
- Excellent verbal and written communication skills
- Strong work ethic and sense of loyalty to the company...an energetic go-getter who is willing to work hard to achieve results
- Work well in a team environment and enjoy working alone
- Creativity to generate new ideas and directions for the company
- Management talent to keep our sales resources focused and productive
- A history of proven results
- Behavior patterns that mesh well with our existing team and corporate culture.

**To apply for the Director Sales/Business Development Position, please email your resume and cover letter to [Info@TMone.com](mailto:Info@TMone.com).**