

Telephone Account Manager – Spearfish, South Dakota

Job Specs

Hiring Location:	TMone 120 Industrial Dr. Spearfish, SD 57783
Pay:	Up to \$11/hr + Bonus + Contests
Benefits:	Medical, Dental, Vision, Paid Vacation
Employee Type:	Full Time
Requisite Experience:	Sales experience a plus

Job Description

All Telephone Account Managers (TAMs) will complete formal in class training followed with on-the-job development and mentoring. The primary job of the TAM is to retain or re-establish relationships with our Fortune 500 clients' business customers. TAMs will place and receive phone calls, emails, and faxes to businesses as needed to ensure their needs are met. The TAM will also be responsible for increasing revenue and strategic product sales with these businesses by up-selling and cross-selling into categories our client is not currently servicing. Inside sales experience is a plus but not required. TAMs must be willing to learn new technologies, effectively communicate with potential clients, and exhibit professional integrity at all times.

Responsibilities

- Place outbound phone calls to assigned leads to generate sales revenue and build customer loyalty. These will be business to business calls so you don't need to worry about interrupting a family dinner.
- Stay abreast of new products, initiatives and competitive advantage. You like to learn and win.
- Reply to e-mail and handle inbound phone calls from assigned prospects
- Complete all required internal and client trainings.
- Complete performance reviews, goal translations and sales reviews with managers when required
- Other duties as required (i.e. buying lunch)

Requirements

- Basic PC skills. Chicken pecking is allowed if you are fast.
- Willing to engage in direct sales and customer calling
- Ability to learn new products and systems
- Ability to work in a professional fast-paced environment
- Sales experience a plus

About TMone

TMone (pronounced T-M-one) is a leading front and back office Business Process Outsourcing (BPO) company specializing in customer relationship management (CRM) and customer service selling (CSS). When it comes to business-to-business and business-to-consumer customer interactions, TMone is unsurpassed in its ability to provide best in class results in performance, cost, quality, and client satisfaction. This approach has made it one of Inc. Magazine's Fastest Growing Private Companies five years in a row. With more than 1,500 call center seats throughout North America, TMone has the ability to meet any customer's specific needs. TMone is committed to delivering the same excellent client experience, service and sales results as it provided to the very first client nearly a decade ago.

To find out more, please visit <http://www.TMone.com>. Follow TMone on Twitter: [@TMone](https://twitter.com/TMone).