



**CONTACT TMONE**  
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**866.577.2461**

## TELEPHONE ACCOUNT MANAGER – DES MOINES, IA

### JOB SPECS

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<b>Hiring Location:</b>	TMone 200 Army Post Rd Ste 44. Des Moines, IA
<b>Pay:</b>	Up to \$12/hr + Bonus + Contests
<b>Benefits:</b>	Medical, Dental, Vision, Paid Vacation
<b>Employee Type:</b>	Full Time
<b>Requisite Experience:</b>	Sales experience a plus

### JOB DESCRIPTION

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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

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- 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

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- 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 ([www.TMone.com](http://www.TMone.com))

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Headquartered in Iowa City, IA TMone (pronounced T-M-one) is a leading business process outsourcing (BPO) and customer relationship management (CRM) firm. TMone has offices in Iowa City IA, Des Moines, IA and North Sioux City, SD. Specializing in both business to business and business to consumer interactions TMone is a leading outsourced contact center and database marketing partner and an expert in managing all aspects of the customer life cycle. TMone was recently recognized as one of Inc. Magazines fastest growing companies in the US for the fourth year running.

**TMone** supports Iowa Career Readiness