

Job Description:

Better Business Bureau (BBB) of Eastern Massachusetts, Maine, Rhode Island and Vermont is currently looking for Business Consultants to join our inside sales team at our office in Marlborough, MA. This is more than just a sales job. This is an opportunity to consult with business owners; helping them build their online marketing presence to stay competitive in the marketplace, while demonstrating a reputation of trust, credibility and high quality service. Success in the Business Consultant role requires a results driven mentality with significant time on the telephone.

Responsibilities include:

- Adhere to all company presentation guidelines and policies
- Deliver presentations via telephone in a pleasant, professional, and confident manner
- Attain and exceed 100% of targeted performance objectives on a consistent basis

Qualifications:

- A high level of energy, self-motivation, and competitiveness
- Dependable self-starter with strong focus and ability to work independently
- Resilience and an ability to overcome objections
- Be a person of honesty, ethics and integrity
- Possess the ability to effectively manage time and establish priorities
- Strong interpersonal, verbal and written communication skills and be computer literate
- Creatively develop sales leads

BBB believes our team is our most valuable asset and offers a full benefits package including:

- Uncapped earning potential
- Hourly base **plus** commission with bonus eligibility
- Health insurance, from date of hire, with generous company contribution
- Company paid long and short term disability and life insurance

- Paid time off and paid holidays
- 401K with an above average company match
- Ongoing training and support
- Free fitness center
- On-site cafeteria

This is a full-time, Monday - Friday position. No evening or weekend hours.

BBB of Eastern Massachusetts, Maine, Rhode Island and Vermont is conveniently located at 290 Donald Lynch Blvd. (at the crossroads of Routes 290 and 495).

For further details and to apply, please visit our site at:

bbb.org/boston/employment

Job Type: Full-time