

## **Work from Home Set Your Own Hours**

### **Appointment Setting Specialists**

**Position Type:** Flexible Hours/Contract (20-40 hours per week)  
**Compensation:** \$400-\$500 per completed appointment  
**Location:** Home based – anywhere in Canada or USA

#### **Responsibilities**

- Set telephone appointments for Reps selling a software application lifecycle management solution with typical deals worth \$500,000+
- Call CIO, VP of IT, CTO, Director or Manager of Application or Software Development at large enterprise accounts - \$100 million +
- Identify contacts, cold call, qualify, gather sales intelligence, handle objections
- Nurture contacts and leads until they are ready to commit to an appointment

#### **Required Skills & Experience**

- Self-motivated, goal oriented, and dependable
- Able to work independently at home with minimal remote supervision
- Excellent telephone and written communication skills, attention to detail
- Professional upbeat telephone voice, strong probing skills, persistence
- Able to engage C level & Director level decision makers and influencers
- Inside or field sales experience in a business-to-business environment
- Enterprise software experience is an asset but not required
- Proven track record in appointment setting, cold calling, and sales prospecting
- Understand organizational structures and decision making processes

#### **Other Requirements**

- Understand the sales process
- Basic understanding of IT infrastructure and industry terms is an asset but not required
- Field sales, recruiting or marketing experience is a plus
- Basic computer skills in MS Word, Excel, email and use of the Internet
- Home office with a computer, MS Office, email & Internet access

#### **Rewards**

- Stop commuting, work from home and set your own hours
- Attractive compensation with bonuses based on results
- Top performers can generate 3-4 appointments per week. Average is 2 per week
- Work with an industry leader that sells an application lifecycle solution (ALM) to help companies better manage the software development lifecycle (SDLC), improving the efficiency of development teams, increasing revenue, and decreasing operating costs

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