



Changing a workspace is a big step – one that may take a considerable investment of time and money. SPACE, Inc.'s professional team of more than 30 certified designers, product specialists and customer service experts has the experience and expertise to coordinate and make the right decisions.

When design is done right, it captures the perfect blend of form and function. In the workplace, that can lead to more comfortable, and more productive, workers.

Come join our team! Work for one of "Michigan's 50 Companies to Watch". We are seeking an experienced **Telemarketer**. Responsibilities include:

A specialist in telemarketing, this position does extensive research and networking to identify and land new government business leads, which are qualified and initiated before turning over to regular sales force for further development. This position is responsible for generating new government sales volume, and targeting account development and competitive account penetration.

#### **Lead Generation**

- Networks extensively for leads within Government agencies
- Researches for leads through business journals, newspapers, industry periodicals and publications, internet, etc.
- Puts together a formal marketing plan for generating new business for dealership plan is reviewed and revised on a regular basis (monthly) as needed
- Develops target account list of potential clients, local/state/federal government business
- Works closely with dealership's manufacturer representatives and corporate account groups to target opportunities for sales

#### **Qualification and Turnover**

- Qualifies leads into potential customers; does detailed need analysis to understand client's requirements for furniture products and services
- Researches government business to completely understand client and market factors that impact client's business
- Sets up contact with account/lead to present dealership's products and services, sends sales staff on first meeting
- Makes persuasive presentations to customers on dealership's products and services through written/graphic documentation and electronic means
- Brings other sales staff into accounts/leads/ to gain familiarity with client and internal contacts, sets up account/lead for turnover to other dealer sales staff if required

#### **Customer/Account Interfaces**

- Is available, responsive and timely to customer inquiries, requests for information and/or quotations, problem resolution, etc.
- Conducts a professional, cooperative interface with the customer, the customer's employees, and the customer's third party consultants/subcontractors

#### **Miscellaneous**

- Meets monthly, quarterly and yearly sales and margin goals as set by the dealership and sales manager
- Works with marketing staff (internal or external) to develop professional materials and presentations

#### **Required Skills/Qualifications:**

- **Minimum one year telemarketing experience** with proven track record-preferably working with government purchasing and/or contracts.
- Excellent written and verbal communication skills
- Persistent, results-driven self-starter with ability to handle rejection
- Value selling and opportunity selling is a plus

SPACE Inc. offers a competitive benefits package; salary commensurate with experience. Please forward resumes to [rkell@spaceinc.net](mailto:rkell@spaceinc.net)