



Senior Business Development Agent

If our Senior Business Development Agent posting caught your eye, we'd love to hear from you! The Intelemark team seeks mature, experienced independent contractors as Senior Business Development Agents. **PLEASE ONLY APPLY** if you meet the minimum of three years required of outbound B2B Appointment Setting/Lead Generation experience.

Intelemark is celebrating 20 years of connecting our clients to their most valuable, highest-quality prospects and we are growing. We are a leader in business to business (B2B) demand generation, specifically B2B appointment setting and B2B lead generation.

As a Senior Business Development Agent for Intelemark, you would set appointments or generate leads for our clients using lead lists and call guides we provide.

Full time or part time opportunity! Immediate Openings!

Senior Business Development Agent Qualifications: Do you have the experience we're looking for?

- Proven success doing telemarketing/B2B appointment setting/lead generation
- Minimum 3+ years' experience as Telemarketing/Appointment Setter/lead generation calling on Fortune 5000 companies and similar
- Speaks English at an idiomatic level
- Excellent written and verbal communication skills
- Broad based knowledge of multiple industries and an understanding of the sales process
- Self-starter individuals who are looking to grow in this role and are mature, motivated, and independent for this work from home virtual position

Senior Business Development Agent Responsibilities: What our B2B Appointment Setters do:

- Our Telemarketers/Appointment Setters use our proprietary software to access leads
- Meet daily, weekly, and monthly goals
- Using Cloud Based proprietary software to place outbound calls in order to uncover and qualify sales opportunities for our clients
- Our agents will call multiple industries speaking to decision makers at the C-level, VP-level and Director level, setting up and coordinating sales appointments and sales calls
- Must be able to converse in a professional manner with these decision makers, qualify them as directed, and close for an appointment

Compensation and Perks:

- Base pay hourly, based on experience
- Bonus programs available

Appointment Setter Skill Set/Requirements:

- Quiet home office set-up is mandatory
- Dedicated land line
- Unlimited long distance
- High speed internet
- Efficient PC (no Macs at this time)

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Pay Rate: Based on experience

Candidates should have the necessary skills to generate leads and/or set qualified B2B appointments with decision makers at Fortune 5000 companies and similar. Verifiable work experience and compensation history required. *Call center agents, inside sales representatives, business development specialists, and virtual/remote telemarketing sales professionals with B2B experience are encouraged to apply.*

Do not apply without meeting minimum of three years required outbound B2B Appointment Setting/Lead Generation experience.

Required experience:

Appointment Setting/Lead Generation/Telemarketing: 3 years Applicant Qualifications

We request that candidates are prepared to answer the following question:

- How many years of outbound B2B Appointment Setting/Lead Generation experience do you have?

Job Type: Independent Contractor