



InterCall®

Beyond Meeting Expectations



There are a million ways to meet, and we cover them all . . .

InterCall is leading the way in the conferencing industry! While claiming to be the best and proving to be the best are all too often vastly different, InterCall, a 2006 Stevie™ award recipient and 2007 recipient of the Frost & Sullivan North American Conferencing Company of the Year Award, has demonstrated time and time again that it is the world's top provider of conferencing solutions. Committed to remaining the leader, InterCall is seeking high energy talent to join our award-winning team and build a career headed straight to the top.

Meeting Consultants

Our meeting consultants sell our audio, web and video conferencing products to the world's premier companies. In this role, you will be supported by an experienced, energetic management team committed to your success, and a support network unmatched in our industry.

The potential is great for both financial and professional growth - the majority of our sales force earns six figures annually, and we are eager to add you to this elite group.

Here is what we're looking for:

- **Sales Development:** Experienced sales executive who will be responsible for selling the Company's conferencing solutions (e.g., web, video, phone, etc.) into assigned markets; develop and execute sales campaigns that target companies that have a need for conferencing solutions.
- **Client Relations:** A strong relationship builder who is able to establish an excellent working relationship with clients and continually striving to improve the business relationship and level of overall service provided; ensure the unique needs of the client are understood and identify improvements needed to enhance business relationships, increase revenue, and exceed the client's expectations.
- **Team Interfaces:** A team player who can establish a good working relationship with team members and department contacts in order to maintain and continuously strive to improve the level of overall service being provided
- **Problem Resolution:** A problem solver who will need to proactively oversee the activities involved in quality resolution of sales issues; escalate to supervisor any situation outside the employee's control that could adversely impact the services being provided.

Here is what we have to offer:

- Accelerated commission plan
- Medical, Dental, and Vision Insurance
- Paid Vacation, Time Off, Floating Holidays
- Matching 401(k)
- Tuition Reimbursement
- Year round team building activities & Company events
- Exceptional sales training and continuing sales education
- Career Advancement Opportunities
- Employee Referral Program

Skills & Experience

- Bachelor's degree in Business Administration, Marketing or related field preferred equivalent work experience may be substituted for educational requirements
- Minimum of two years of B2B sales experience
- Conferencing industry experience a huge plus

If you are fueled by the desire to succeed, and are willing to earn success through hard work and dedication, contact us today. We are ready to talk. Please email resume to mdjone01@intercall.com for consideration.