



SELLMARK®

“BRANDS THAT SELL”



Telemarketing Representative-Lead Generator

Sellmark Corporation is a leading manufacturer of outdoor lifestyle products headquartered in Mansfield, Texas. Sellmark's brands include: Sightmark, Pulsar, Firefield, 12 Survivors and Southern Crossbow. Our brands and products are found in more than 50 countries and are represented at Academy Sports and Outdoors, Bass Pro Shops, Cabela's, Gander Mountain and other top retailers. Sellmark's awards include: Inc. 500|5000 Fastest-Growing Companies; Dallas 100™ Fastest-Growing Private Companies; Fort Worth Business Press Top 100 Private Companies and more. Sellmark seeks employees with the ability to contribute creatively in teams as well as work independently to achieve our vision—to be the No. 1 developer of brands and products for the outdoor lifestyle market.

Core Duties and Competencies

- Initiate outbound phone calls with potential customers for the purpose of generating qualified and interested customers for our sales team
- Achieve productivity goals and performance expectations
- Maintain accurate records in the call center database
- Document conversations and remarks with prospective contacts
- Fulfill requests by clarifying information; completing transactions; forwarding requests
- Conducts customer satisfaction inquiries and marketing research as directed
- Other responsibilities and duties as directed by supervisor

Skills and Attributes

- High school diploma or GED equivalent; College students or recent College graduates are welcome
- Prior sales and lead generation experience preferred but not required
- Friendly and clear telephone voice and manner
- Must be PC literate (Outlook, Word and Excel) and be proficient in typing as well as comfortable navigating a computer keyboard
- Must have strong desire to help customers, work well under pressure and maintain a courteous, professional demeanor at all times
- Results oriented and highly reliable
- Knowledge or interest in the outdoors/hunting a plus

Competitive Compensation and Training

- Starting pay \$10.00 an hour- Full Time Position
- Initial intensive training program provided and continual training opportunities available

Send resumes and a cover letter to: employment@sellmark.net or fax (817)394-1628

