

EXPERIENCED HIGH TICKET OFFER SALES SUPERSTAR

If you're clear that "selling is serving," this could be for you. As we head into our launch season for another incredible year, we are looking for a Sales Team Member to help bring the right clients into our life-changing coaching programs and be the front-runner catalysts assisting them with the start of their transformational year.

This position is for the passionate and driven person who truly believes in our mission and vision to empower clients and help them transform their lives in our program. Experience in phone enrollment sales is a must!

We are fully functional funnel systems in place and many warm leads to work with.

THE IDEAL CANDIDATE HAS...

- Experience in phone enrollment sales for high-level coaching programs and for high ticket offers
- Great communication skills with a passion and love for sales.
- The ability to look at the "big picture" and be more than numbers-oriented. We only believe in selling our programs to those who they are right for. This is for the person who is passionate about selling a client a program that they really, truly believe is right for them!

- **Strong phone presence** and experience handling a high volume of calls and keeping all information well organized.
- **Excellent verbal and written communications skills.**
- **The ability to organize and strategize sales**, onboarding, outreach and follow-up strategies to ensure that all prospects' questions have been answered and their needs have been met.

THE IDEAL CANDIDATE IS...

- **Eager to build and nurture relationships** with the global prospects interested in joining the community.
- **Able and willing to quickly learn** about all the in's and out's of our programs and products .
- **Energized, self-driven and able to thrive and advance with the company.**
- **Able to consistently follow up on all leads**, maintain and understand CRM database information, understand digital marketing and work with various departments to achieve established performance goals.

KEY QUALIFICATIONS

Bachelor's Degree preferred but not mandatory!

Experience working with managers and teams located remotely.

At least two years of sales experience

Fluency working in Google drive

In-home office setup including: Mac or PC Computer with minimum 1.0ghz dual core processor, 8gb, and the most recent version of MS Office installed (all programs; Word, Excel, Power Point) Smartphone with email capabilities

Ability to travel or commute if needed!

IF THIS IS YOU, APPLY TODAY

To apply for the Sales Team Superstar Position, here are the exact NEXT STEPS to take:

Please send an email with “Your Name, Sales Team Superstar Application” in the subject line and include the following info:

1) Your cover letter detailing why you are interested in the position and why you are the perfect candidate for the position, your resume, and available start date.

2) Please submit a 2-5-minute-long video submission sharing with us who you are, why you're inspired to apply for this position and what you like about our brand and mission.

Any submissions that don't include ALL of the details requested in the steps above will be automatically discounted and deleted.

APPLICATIONS POLICY & PROCESS

We will only be responding to the submissions we believe are a potential fit. All questions about the details of the positions and compensation will be answered **AFTER** we reach out to you to discuss your submission.

Finally: If your submission truly is A+, please expect to hear from us soon with insights on the next step for our interview process.

We look forward to hearing from you!

About Darieth Chisolm

Darieth Chisolm is a leading women's empowerment and business coach with a global clientele and has over 30 years' experience as a 2x Emmy

Award winning TV Host and News Anchor. Darieth is also an author, speaker, activist and filmmaker of 50 Shades of Silence.

You can learn more about her and some of our coaching programs at www.DariethChisolm.com