



Sales Support & Telemarketing Representative

Paramount Transportation Systems-New Jersey is part of one of the world's leading move management companies. We specialize in the global relocation of household goods, personal effects, and vehicles for organizations and corporate employees, around the corner or around the world. We have relocated tens of thousands of families worldwide and many national and internationally prominent organizations and corporations have made us their partner of choice for managing this critical function. We manage and effect the global relocation of corporate clients worldwide.

Located in Edison, NJ, Paramount Transportation Systems-New Jersey is currently recruiting a full-time sales support and telemarketing representative.

Candidates should have a hands-on track record of experience in the ability to identify decision makers, secure opportunity, set appointment and/or schedule follow-ups. Candidates should have excellent interpersonal and communication skills; a high energy, positive, "can-do" attitude on phone and in person; be team orientated, adaptable, coachable, and dependable.

Required skills and experience include:

- Ability to listen to customers' needs and present solutions to them
- Ability to ask for the business and overcome objections
- Ability and desire to understand the market unique to Paramount
- Minimum one year of inside sales, telesales, and B2B sales
- Minimum one year of cold calling
- Minimum one year of lead generation
- Background in relocation/mobility helpful but not required
- Highly proficient in Microsoft Office and Windows based applications
- Salesforce or other CRM experience preferred
- Ability to document all activities in CRM program
- Must pass a background check.

This is a full-time 9 to 5:30 position with benefits:

- Medical and Dental
- 401(k) retirement program
- Paid vacation, sick time, and holidays
- Casual dress

If you are interested in joining the Paramount team, please send your resume and salary history and salary expectations to careers@pts-ca.com

Paramount Transportation Systems is an Equal Opportunity Employer and Values a Diverse Workforce