Inside Sales – Business Advisor

**Why we are hiring**

Our coaching center is focused on an aggressive vertical marketing strategy targeting the Financial Services Industry. Our one of a kind, proprietary, financial services coaching program, Optimal Outcome, provides Agency business owners with the best practices to organize themselves, increase sales, retain clients and get consistent results through their team.

**Position Description**

A Business Advisor works directly with our coaching center leads to identify their needs and provide them with solutions to meet their needs. Business Advisors manage the client buying process and assist in attracting qualified leads to the Company. Our Business Advisors are trained in business assessment techniques and in the ability to identify opportunities and solutions in a variety of business situations that are faced by our clients and addressed in our coaching programs.

**Are you a match?**

The right individual who matches our demanding professional standards will find we offer a rewarding, meaningful, and deeply satisfying 40 hour per week position with benefits, requiring no travel, based at our headquarters in Des Moines, Iowa. For the extraordinary individual whom we select to become a Business Advisor, we will provide a continual business and consultative sales education, so you should only apply if you're committed to a long-term career opportunity and are willing to study to become a world-class Business Advisor.

**Position Requirements**

Business Advisors are responsible for maintaining adequate notes, quantification systems and detailed records of lead generation and prospect activity. Business Advisors also participate in other phases of lead generation, sales training, record keeping, general office duties, systems design and quantification of event results and work accomplished at our coaching center.