

**(Seasonal) Call Center Inbound Telesales Agent**

[**Apply Here**](https://recruiting.ultipro.com/ROL1002ROLIN/JobBoard/7bc8e9a3-2ba1-4643-a85c-112e522862b6/OpportunityDetail?opportunityId=06533d28-e01e-42c8-bd22-e04557c69405) **for positions available at Covington, Georgia and telework opportunities.**

**Job Details**

**Description**

**At Orkin, our purpose is to help protect the world where we live, work and play.**

We have a full service **National Customer Contact Center** with dedicated inbound sales, web sales, lost lead sales, customer service and termite billing/claims teams.

Our **Seasonal Inbound Telesales Agents** are key to supporting our field offices and customers alike. The Pest Management Industry is growing – and is a recession resistant line of business. Consider this opportunity for you to expand your knowledge and increase your earnings in a financially stable and growing industry.

In this role, you will provide World Class Customer Service and phone sales to our customers. Orkin’s **ABC’s of a successful Seasonal Telesales Agent are:**

* **A**nswer questions from prospective customers regarding Orkin services
* **B**uild rapport and handle objections within a conversational call flow
* **C**lose pest control sales via the telephone and schedule the initial service

**The Agent’s Job Scope…**

* Our seasonal positions support our field’s peak season that starts building around February and ends around October time frame.
* Agent’s core responsibility is to manage the customer relationship to ensure best in class service, while also identifying opportunities for cross-sell and up-sell.
* The schedules for these shifts may be inclusive of days, nights, weekends and holidays.

**We Offer…**

* High performing lead generation strategy – Our systems bring the buyers to you
* Quality Training Programs that equip you with the skills and knowledge to grow professionally
* Great pay and incentives (**$14/hour plus escalating commission plan based on performance**)
* 401(k) plan with company match, employee stock purchase plan

**Why Orkin?**

* Founded in 1901, Orkin Pest Control is a global residential and business service provider
* As the industry leader, we value PEOPLE, PROGRESS and PROFESSIONALISM
* Consecutive years of improved earnings with over 2 million customers
* Financially stable and growing as the largest subsidiary of [**Rollins, Inc.**](http://www.rollins.com/)**,** (NYSE: ROL), headquartered in Atlanta, GA
* Orkin’s National Contact Center is a high energy, fun and collaborative work environment with strong management

*Are you self-motivated? Do you enjoy helping people?  Do you have extraordinary customer service and sales experience?  If you possess these qualities, you will fit right in line with our team!*

***Are you ready to write your ORKIN CAREER STORY?***

**Requirements:** We require ability to pass a drug screen and a pre-employment skill set assessment?

***Additional context:****inside sales, phone sales, cold calling, competitive earnings, customer service specialist, customer service representative, customer service, telemarketing, marketing representative, sales consultant, telesales, sales account manager*

**Qualifications**

**Skills**

**Required**

**Dependability**

*Advanced*

**Oral Communication**

*Advanced*

**Scheduling**

*Some Knowledge*

**Multitasking**

*Intermediate*

**Customer Focus**

*Advanced*

**Computer**

*Intermediate*

**Preferred**

**Multilingual**

*Some Knowledge*

**Behaviors**

**Required**

**Detail Oriented:** Capable of carrying out a given task with all details necessary to get the task done well

**Dedicated:** Devoted to a task or purpose with loyalty or integrity

**Preferred**

**Enthusiastic:** Shows intense and eager enjoyment and interest

**Motivations**

**Preferred**

**Work-Life Balance:** Inspired to perform well by having ample time to pursue work and interests outside of work

**Peer Recognition:** Inspired to perform well by the praise of coworkers

**Self-Starter:** Inspired to perform without outside help

**Financial:** Inspired to perform well by monetary reimbursement

**Education**

**Required**

High School/GED or better.

**Experience**

**Required**

**1-2 years:** sales experience

**Preferred**

**1-2 years:** Direct sales and customer service within or outside a call center

Equal Opportunity Employer/Protected Veterans/Individuals with Disabilities

The contractor will not discharge or in any other manner discriminate against employees or applicants because they have inquired about, discussed, or disclosed their own pay or the pay of another employee or applicant. However, employees who have access to the compensation information of other employees or applicants as a part of their essential job functions cannot disclose the pay of other employees or applicants to individuals who do not otherwise have access to compensation information, unless the disclosure is (a) in response to a formal complaint or charge, (b) in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or (c) consistent with the contractor’s legal duty to furnish information.