



Freedom Tax Relief Sr. Tax Consultant

The Sr. Tax Consultant (Direct Sales Representative) will be responsible for all aspects of customer initiated inbound inquiries from qualification to closing. The Sr. Tax Consultant will execute and manage all aspects of the sales cycle and be responsible for accurate forecasting. As a quota bearing position, the Sr. Tax Consultant (Direct Sales Representative) will be responsible for managing the sales pipeline to ensure revenue goals for the organization are met.

Responsibilities will include responding to inbound inquiries (i.e. no "cold calling" - it's a very consultative sale), following up with calls and emails throughout the sales process, understanding customer's financial situations, hardships, credit scores and budgets. The goal of the tax consultant is to consult with the potential clients, qualify the client, then sell them on our program and prepare client information for resolution. This consultant will also log and track all client conversations and emails in our Stream Dynamics database.

Primary Duties:

- **Execute and Manage all aspects of the sales cycle.**
- **Qualify all inbound sales requests.**
- **Generate interest in the Tax Consolidation Program.**
- **Understand and execute a consultative sale.**
- **Deliver value add to prospect and close the deal.**
- **Manage the sales pipeline.**
- **Insure accurate forecasting.**
- **Manage a multi-step, variable sales process.**
- **Accurately maintain the Stream Dynamics database.**
- **Manage and accurately monitor deliverable through other parts of the organization.**

Qualifications:

- **3-5 years sales experience**
- **Highly motivated self-starter.**
- **Computer proficient**
- **Strong Organizational and Communication Skills**
- **Industry Experience with Credit & Collections preferred**
- **BA/BS Degree from a 4-Year University preferred**
- **Tax knowledge desirable**
- **Ability to communicate clearly and effectively with internal and external individuals**
- **Must have strong verbal and written communication skills.**
- **Must be able to multi-task.**
- **Must be able to stay organized while working on multiple projects.**
- **Proficient knowledge of PC skills in the Microsoft product line including: Outlook, Word, and Excel.**
- **Strong knowledge of PC based programs.**

You may apply by emailing your resume to ahayden@freedomdebtrelief.com or

faxing your resume to 602-414-0671 Attn: Amanda Hayden