

JOB SUMMARY:

"Go-getters" with vibrant personalities are needed to sell season subscriptions for Houston Symphony. As a part-time Telesales Representative, you will use your enthusiasm and persuasion skills to close sales and achieve goals from qualified leads. The ideal candidate is highly driven and self-motivated with a strong desire to succeed. Previous sales experience is helpful, but not required. Paid training and continuous coaching is provided. This is a fun opportunity to make extra money and get involved in the arts while enjoying "perks" such as complimentary concert tickets and performance based bonuses.

PRIMARY RESPONSIBILITIES:

- Conduct outbound calls to Houston Symphony patrons and sell ticket packages
- Increase revenues through cross-selling, up-selling, and donation asks
- Meet or exceed weekly sales goals
- Provide superior customer service

MINIMUM REQUIREMENTS:

- High school diploma
- Articulate with excellent oral communication skills
- Computer proficiency
- Neat appearance and professional demeanor
- Flexible schedule with ability to work evenings and Saturday
- Must work a minimum of 16-20 hours per week
- Quick witted and able to remain focused and composed under pressure
- Able to work independently or with a team
- Very reliable with a strong work ethic and high integrity

PREFERRED QUALIFICATIONS:

- Previous telephone sales or fundraising experience
- Knowledge of and interest in classical music

SHIFT HOURS:

Monday - Thursday, 5:00 - 9:00 pm

Friday, 10:00 am - 2:00 pm

Saturday, 9:30 am - 1:30 pm

Shifts may vary or change depending on campaign needs.

This position is sponsored by DCM Teleservices, Inc., an outside vendor that manages the Houston Symphony telemarketing program.