

**TELEMARKETER/ BUSINESS DEVELOPER** (Full-time; On-site or Remote)  
**ENVY Wigs & Hair Add-Ons**  
**Indianapolis, IN**

A leader in alternative hair, ENVY is committed to empowering women—and to helping power its retail partners' businesses.

Our **TELEMARKETER/ BUSINESS DEVELOPER** will be responsible for growing/strengthening that circle of retail partners—utilizing cold/warm calling (and market savvy) to build/foster relationships with a viable network of prospective customers; converting prospects; and ensuring new customer satisfaction. Role reports to CEO.

**Responsibilities:**

- Identify and connect with prospective retail partners (via cold calling, emails, etc.)
- Conduct high volume prospecting for qualified leads
- Foster new prospect relationships and regularly engage them with latest product news.
- Assess prospects' needs on a regular basis
- Maintain an in-depth knowledge of ENVY's complete line of products
- Instinctually know ENVY's unique selling points and brand messaging.
- Produce activity reports
- Schedule online and onsite meetings/demonstrations for Wholesale Sales Manager.
- Work closely and collaboratively with Wholesale Sales Manager to develop and implement appropriate prospect plans (as needed).
- Liaise with Sales Team to ensure end-to-end customer satisfaction and retention.
- Partner with CEO & CFO to build business plan, targets, and budgets.
- Drive growth by meeting/exceeding required targets.

**Qualifications/Skills:**

- At least five years' experience in a high-volume, outbound telemarketing role
- B2B sales experience
- A proven track record of identifying/converting prospects
- Account management experience
- Must be able to show role in growing business
- Experience developing/managing budgets
- Experience using Customer Relationship Software.
- Experience partnering with field Sales Managers/Sales Teams a plus
- Excellent analytical and negotiation skills.
- Detail-oriented and customer-centric
- Problem-solving ability
- Ability to recognize/leverage business-building opportunities
- Excellent multitasking and organizational skills
- Excellent written, verbal communication, and interpersonal skills

**Benefits/Compensation:**

- Excellent health, dental and vision insurance
- Paid vacations and holidays
- A generous discount on ENVY products
- A business casual work environment
- A healthy work/life balance
- Base Salary + Commission

ENVY Wigs & Hair Add-ons is an Equal Opportunity Employer.

## **ABOUT ENVY**

Feeling in control breeds confidence. And Designer & CEO, Alan Eaton, believes no woman should ever have to lose that confidence due to scalp sensitivity or thinning hair. Now entering its second decade, the Indianapolis-based brand is designed to be more wearable, and more affordable—with industry-changing innovations that deliver maximum comfort while making ENVY wigs indistinguishable from consumers' own natural hair.

Offering comprehensive education and custom merchandising, ENVY stands by its retail partners as passionately as its products. And with the constant introduction of NEW on-trend styles, continues to ensure that EVERY woman can experience the emotional and aesthetic benefits of wig-wearing.