

VIRTANZA™

SALES EDUCATION & JOB PLACEMENT

The following are just a few of the career opportunities available to students upon completion of the Virtanza Vocational University training program. Not only will students receive best-in-class sales training, but as outlined below, placement with successful, reputable organizations with further opportunities for growth.



Job Description: Home Energy Consultant (HEC)

IGS is looking for Home Energy Consultants (HECs). As an HEC, you will provide potential customers with expertise and education on a wide variety of energy products, helping homeowners to become smart energy consumers. IGS is looking for HECs that are self motivated, tenacious, engaging, loyal, balanced, and who are excited to be a part of a company that's continually evolving.

Candidates must also be strong communicators, positive, personable, and high energy; sellers who are customer focused and results orientated, and highly motivated to sell with the desire to succeed. This role is full-time and offers competitive benefits, \$30,000-\$50,000 base salary plus commission, and has great opportunities for personal and professional growth. Hours vary by season.

Valid Driver's license with a good driving record, a reliable personal vehicle, and auto insurance coverage that satisfies the minimum requirement for the state of Ohio.

Primary Responsibilities:

- Generate business by working an assigned territory selling natural gas and/or electricity.
- Use a consultative selling approach; increase customer's awareness of choice as well as competitive advantage over other energy providers; provide potential customer with pricing and effectively close the sale.
- Assure quality and accurate representation of products; represent the company professionally and ensure that potential customers have an exceptional experience.
- Keep detailed records of sales activity.
- Develop collaborative working relationships with other sales representatives.

About IGS

As one of America's largest independent suppliers of natural gas and electricity, IGS Energy has built their business on one simple idea: you should be able to choose the energy supplier that best meets your needs. The cornerstone of this idea is rooted in the IGS mission *to serve their customers by bringing transparency, simplicity, and ease to energy pricing, products, and services through the competitive marketplace.*



Dix Communications

Job Description: Multimedia Business Development Account Executive

Dix Communications is looking for a Multimedia Business Development Account Executive to establish and develop a *new* base of local market advertising business. This position will be responsible for advertising revenue from a new and inactive base of businesses located in the local market to include – but not limited to – professional services, restaurants, financial, medical, automotive services, beauty, hotels and tourism, entertainment and telecommunications.

Primary Responsibilities:

- Demonstrates consultative selling skills, identifying customer needs, developing and selling multimedia print, online and alternative advertising and marketing solutions to achieve customer needs.
- Cold calls and develops relationships with new business customers from inactive business list provided by local management.
- Provides *Daily Reports* to include customer-by-customer call and contact, forecast, projection, and updated sales call activity; communicates regularly with their local manager regarding customer opportunities, challenges and sales call activity.
- Attends and participates in sales meetings, ongoing training sessions and effectively uses sales tools (probing tool and customer proposal tools) provided by local management.

Job Description: Multimedia Account Executive

Dix Communications is looking for a Multimedia Account Executive to sell, maintain, and grow base of print and online advertising customers (new and existing) from a list of a wide variety of businesses provided by local management.

Primary Responsibilities:

- Achieve targeted monthly, quarterly and annual goals for products and revenue.
- Demonstrate understanding of available market research, circulation data, audience reach and statistics for all print and online offerings and effectively incorporate data into customer proposals.
- Attend and participate in sales meetings and ongoing training.
- Provide daily reporting of planned and completed sales call activity. Communicate regularly with local management regarding sales projections, opportunities, and challenges.

For both of these roles, Dix is looking for highly motivated self-starters with proven sales consultant skills and the ability to identify customer needs; people who are skilled negotiators, have good time management and strong interpersonal skills. Candidates must also have a thorough understanding of different media, especially print, preprint distribution, online, digital, mobile, and alternative newspaper products. Both Dix positions are full-time and offer competitive benefits, \$35,000-\$60,000 base salary plus commission.

About Dix Communications:

Dix is a family-owned, fifth generation business headquartered in northeast Ohio. Since 1890, Dix Communications has connected communities through their publications, digital media and radio. Today, they operate publishing units, radio stations and a multitude of digital products in Ohio, Kentucky, Florida and Maryland.



One of America's leading insurance distribution networks for individuals is expanding their operation. They are looking for ambitious people who have a growth mindset and want to build their own small business. As a partner, HealthMarkets Insurance Agency has a long history of helping individuals from all walks of life build a livelihood that gives them independence and control of their financial future. Be a part of their growing success by checking out their open sales positions below!

Job Description: Sales Representative

Primary Responsibilities:

- Entrepreneurial expertise to run your own small business
- Self-motivated with ability to work independently
- Ability to communicate well and earn people's trust
- Excellent time-management and phone skills
- Desire to guide your own career
- Passion for making a difference in the community
- Attend meetings for training and product updates

Job Description: Insurance Sales Representative

As a HealthMarkets Insurance Agency Sales Representative, you'll provide a consultative approach to create a personalized solution that best fits the needs of each individual client. A multi-line product portfolio provides an increased ability to cross-sell. HealthMarkets offers the capability to grow your income faster than you may have ever thought possible. HealthMarkets will also invest in your success by providing office marketing and lead-generation support as well as ongoing training and career development.

Primary Responsibilities:

- Strong ethical principles
- Entrepreneurial expertise to run your own small business
- Self-motivated with ability to work independently
- Ability to communicate well and earn people's trust
- Excellent time-management and phone skills
- Desire to guide your own career
- Passion for making a difference in the community
- Attend meetings for training and product updates
- Passion for making a difference in the community

For these roles, HealthMarkets offers innovative sales tools to ensure success; pre-set appointments and first-class leads; the freedom to make your own schedule; access to a broad portfolio; income that's based on your performance, more!

Job Description: Senior Market/Experienced Insurance and Medicare Sales Agents

Primary Responsibilities:

- Self-starter with the ability to work independently
- Strong and ethical performance
- Excellent time-management and phone skills
- Coachable and competitive spirit
- 12 months of Medicare Sales Experience preferred but not required

As a Senior Market/Experienced Insurance and Medicare Sales Agent, you will be able to increase your sales with access to nationally recognized Senior Market Carriers; multiply your sales with an Expanded Senior Market Product Portfolio; earn Local Marketing Dollars through HealthMarkets Lead Credit Program; expand and multiply your sales with access to highly rated carriers for Life and Health Insurance; and utilize HealthMarkets Single System Technology and Home Office personal Sales Agent Support.

All positions are full-time and offer competitive benefits, \$50,000 to \$100,000 or more earning potential.

About HealthMarkets

Headquartered in Dallas/Fort Worth, HealthMarkets Insurance Agency is one of the largest independent health insurance agencies in the United States and is licensed to market and sell health insurance in all 50 states and the District of Columbia. They distribute health, Medicare, life and supplemental insurance products from more than 180 insurance companies with thousands of plans available nationwide to individuals and families, seniors, small business owners and their employees. They represent health insurance companies including Aetna, UnitedHealthcare, Cigna, Humana, Blue Cross Blue Shield and many more.



Job Description: Account Executive

Tandem Media Network is looking for an Account Executive to sell advertising across all of their media networks by working with new and existing customers that are part of a defined account list. This person must possess strong written and verbal communication skills; the ability to build business in a competitive environment; excellent consultative selling, marketing and strategic planning skills; and be self-motivated, creative, and responsible for own success as well as success of team.

Primary Responsibilities:

- Achieving sales goals for assigned territory and products
- Increasing the amount of advertising sold within the territory by recruiting new customers
- Developing and making sales presentations based on customer's needs
- Interacting regularly with customers in person, by telephone, written correspondence and any other means available
- Spending 75% of work time in the field, calling on accounts and meeting the established activity level goals for your territory
- Tracking activities and performance indicators using company-provided systems
- Monitoring competitors in local market
- Contributing to the company by performing other duties as assigned which will likely include – developing promotional packages, leading sales teams on projects and generating ideas for customers and products

Earnings average \$45,000 a year or more based on salary + commission. Uncapped commission

Job Description: Inside Sales Representative

Tandem Media Network is looking for an Inside Sales Representative to sell advertising across all of their media networks by working with new and existing customers that are part of a defined account list. Primary contacts will be made by telephone and e-mail, and involve a significant degree of soliciting for new business.

This person must possess strong written and verbal communication skills; the ability to build business in a competitive environment; excellent consultative selling, marketing and strategic planning skills; strong computer skills with an emphasis on e-mail and CRM tools; and be self-motivated, creative, and responsible for own success as well as success of team.

Primary Responsibilities:

- Achieving sales goals for assigned territory and products
- Increasing the amount of advertising sold within the territory by recruiting new customers
- Developing and making sales presentations based on customer's needs
- Assisting customers with placement of advertising through knowledge of all products and content
- Interacting regularly with customers by telephone, written correspondence and any other means available. Existing customers require interactive contact in some form at least monthly.
- Spending 70% of work time on the phone, calling on accounts and meeting the established activity level goals for your territory
- Tracking activities and key performance indicators using company-provided systems, and achieving the goals set for each daily, weekly and monthly
- Assisting customers with adjustments and billing issues, using good judgment in recommendation of advertising options, negotiating or issuing credit
- Fully understanding and being able to use all sales tools and systems needed for their product lines

Earnings average \$40,000 a year or more based on hourly wages + commission. Uncapped commission

About Tandem Media Network

Tandem Media Network is a partnership between the Sandusky (Ohio) Register and Norwalk (Ohio) Reflector. The newspapers, their websites and various other brands like Funcoast.com and Fandy reach 80% of the adults in the five county area centering around Sandusky. The Tandem Network sales team can provide complete solutions for any local business marketing needs.