



## Sales roles & Responsibilities

- Remember the most important thing: You must actually make the calls!
- Get very familiar with the script and have rehearsed enough to be comfortable with it.
- Document every number dialed and the results of each call.
- You are representing Local SEO Services so ensure that you are always professional and polite.
- Nice, almost bubbly personality on the phone. As crazy as it sounds, people can hear a smile through the phone.
- Check in with me at the end of each day so we can address any questions.
- Check in at the end of each week so we can address any questions and discuss improvements for the next week.