

Financial Lead Specialist (Warm & Social Lead Calling) Edmonton, Alberta

Imagine helping to reduce a person's debt and relieving them of massive stress! You have just given that person's life back to them! You will help clients start our debt reduction and credit building programs. You have become the reason why many of our clients choose 4 Pillars over other debt industry options.



Major Career Challenges at 4 Pillars Edmonton

- Working in a hectic, fast-paced, heavy work load, and high stress environment.
- Dealing with highly emotional clients that depend on their advisor's consistent physical & mental presence during office hours.
- Learning and adapting to a highly-automated system/process computer environment.
- Completing tasks in a timely manner adding to the team's performance.
- Working in a growing and constantly changing work environment.
- Completing the occasional special project on top of your regular work load.
- Developing a team first attitude as a path to growth within the company.

Position Description

We're looking for a humble but ambitious high performing person with experience communicating with warm potential leads. The ideal candidate thrives on challenging workloads that directly affect the lives of our clients. Working hard for 4 Pillars means making people happy!

Your Day-to-Day

- You will learn debt reduction industry basics that can lead to an expanded role and lifelong career within the company.
- You will make 20-50+ phone calls per day to potential Client leads via our internet phone system with a headset.
- You will pre-screen potential Clients inviting them to learn about their debt options.
- You will organize and collect Client information in confidence with e-mail, fax, text, & phone.
- You will input Client data into our computer database and automation software.
- You will schedule potential Client meetings in a busy calendar.
- You will follow up with potential Clients after initial meetings.
- You will give feedback about our advertising and marketing results/quality to management.

What You Bring to the Team

- Fearless when talking on the phone about our services!
- Passionate about building rapport with potential clients.
- Excellent and tactful English communicator in speech, writing, and through technology.
- Extremely comfortable with technology and computers with good to expert skills.
- High to extreme attention to detail.
- Banking or financial services experience an asset.
- Proven and successful sales experience an asset.
- Proven customer service skills an asset.

Who You Are

- A future leader that is always on time, dedicated, grateful, flexible, and actively engaged.
- Driven to excel by always accepting advice or criticism and quickly learning from mistakes.
- Effective problem “preventer” using common sense when dealing with clients and other team members.
- Professional and respectful in attitude and attire.
- Compassionate and caring for clients and other team members.
- Outgoing, proactive, and career minded by taking positive risks and sharing ideas.
- Amazing team player who is always building other people up and bringing them together.



Why 4 Pillars Edmonton

Our passion and ability to help people are only as good as our team!

4 Pillars reviews all insolvency options with our clients including consumer proposal & bankruptcy through LIT's before preparing a plan to reduce their debt. We teach budgeting and provide credit building for our clients. We work hard so our clients get the greatest reduction or forgiveness in debt, the lowest possible payments, and a head start on rebuilding their lives.

- We are a fast growing and fast paced multi-cultural office
- Opportunities for dedicated employees with the right skills and team attitude
- Full time opportunity, 8:30am to 5pm with some Saturdays
- Starting salary based on experience
- May get bonus pay that is based on personal, team, and/or office performance
- Excellent health benefits after probation
- Industry and personal development training opportunities may be available
- We celebrate all birthdays with cake!
- 4 Pillars Edmonton has an A+ rating with the Better Business Bureau (BBB)
- 4 Pillars has over 700 positive reviews and a 4+ star rating on TrustPilot.com
- 4 Pillars has a 5-star rating on GlassDoor.ca
- 4 Pillars is an industry leader representing the client not the creditor
- Since 2002 4 Pillars Consulting Group has helped to prepare plans to reduce Canadian's debt
- In 2016 4 Pillars oversaw the restructuring of about \$200 Million in unsecured debt nationwide!
- There are over 60 4 Pillars offices across Canada

How to Apply?

- Closing date is January 31st 2018.
- You must be legally permitted and entitled to work in Canada and Alberta on a long-term basis.
- You must be living in the Edmonton area as we do not sponsor work permits/visas or pay for moving expenses.
- All Candidates may have to take personality tests, computer skills tests, and if hired supply a Criminal Record Check.
- Please submit your cover letter and resume by email to ianh@4pillars.ca

