



**Title:** Retail Account Manager

**Location:** Louisiana, Michigan, Ohio, Kansas, Missouri

**Position Description:**

IDT is the leading provider of international telecommunications to immigrants to the United States. It has leveraged that position, through the efforts of its Retail Account Sales team, to empower tens of thousands of retailers to sell calling services, international money transfer, overseas prepaid cell phone account “top up”, domestic prepaid cell phone top up and domestic bill pay services on the industry-leading Boss Revolution web platform.

To these great services will soon be added international bill pay, a virtual Visa card and a reloadable Visa card. All of this provides the many millions of immigrants to this country to both stay in close touch with family and friends back in their home countries AND to support their families back home with transfer of their earnings here in this country either directly via money transfer or to pay for mobile phone usage and to pay bills.

The position being offered offers a base pay plus uncapped commission salary structure, along with great BC/BS health program for individuals and families, company-matching 401K, paid vacation, disability insurance coverage and more.

**Working hours:**

Monday – Friday 9 AM to 5 PM.

**Responsibilities:**

Our Retail Account Sales team members create partnerships with local retailers selling telecommunication products & financial services through IDT's industry-leading Boss Revolution platform or prepaid phone and mobile top up cards:

- Sells IDT telecommunication & financial services products on a territorial retail store route:
- International Long Distance Calling
- International Money Transfer (remittances)
- Domestic or International Mobile Top-Up
- Domestic & International Bill Payments
- Opens new retail doors and services existing accounts
- Demonstrates Boss Revolution platform to retailers using a handheld tablet
- Achieves increasing sales revenue quotas over time

- Handles all sales, collections, and card inventory using IDT's accounting system
  - Coordinates and participates in promotions and events with marketing department, or coordinates sales

activities and telemarketing team on occasion.

**Qualifications:**

- Sales experience, preferably to retailers, particularly in ethnic markets

To apply for this position, please e-mail your resume to [susan.nankivell@idt.net](mailto:susan.nankivell@idt.net).