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# Example of Small Business Consultant Job Description

Our growing company is hiring for a small business consultant. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for small business consultant

* Works effectively with a seasoned sales team members who serve as mentors and learns the basic financial drivers of the Group Benefits business and product lines
* Supports the sale, service and renewal of products including Life, Dental, Vision, Disability and Hyatt Legal
* Application of knowledge of employee benefit plans including medical, dental, life, disability, FSA, HRA, HSA, COBRA and general HR questions
* Ability to work in a fast paced sales environment, under pressure and very tight deadlines
* Two years of sales experience in a credit reporting or related industry plus two years of progressive experience in insurance, retail credit or consumer credit reporting industries is preferred
* Demonstrate deep level of understanding of TriNet book of business and current sales cycle
* Create and develop a high performing team by mentoring, challenging, and developing Sales Consultants
* Lead new business development activities with key stakeholders across the organization including sales, operations, and underwriting
* Temperment for Sales
* Persistance and positive temperment for sales

## Qualifications for small business consultant

* Leverage social selling and networking
* Forecast accurately to manage weekly, monthly and quarterly targets
* Ability to sell a full and complete solution to Small Business customers
* Capability to manage a large pipeline and close business monthly
* Accountable for selling to new and existing Rogers Small Business customers and promoting the benefit of the full portfolio of Rogers’ small business solutions
* Engage potential clients via cold calling