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Tei consulting group

Learn more about what Tei Consulting Group does and why we are the go to marketing and sales firm here in Charlotte, NC. Tei Consulting Group's HR team is on hand to help direct you to the answer. Tei Consulting Group Address 2221 Edge Lake Dr. Ste 150,Charlotte, NC 28217 Phone: 704-910-1892 Email: contact@teiconsultinggroup.com Tei Consulting Group's sales force bridges this detrimental gap through actual in-person contact with your potential customers. When compared to other marketing channels, the benefits of our service to our clients are invaluable. Face-to-face contact with prospective customers enable TCG's account managers to cultivate a rapport with the consumer. Our account managers create lasting relationships with our clients and customers by making thorough, educated and courteous presentations on a daily basis. We cater to the customers that we can serve most profitably and figure out the best ways to reach them. Our strategies are based on rock solid research and analysis that includes: Face-to-face sales and marketing proves to be very effective for our clients. Through building rapport and establishing trust with customer, our Sales Professionals bring valuable customer to our clients. When was the last time you responded to direct mail, telemarketing, or an Internet pop-up ad for a new product or service? Target Markets Marketing Objectives Positioning Our professionals have proficient sales capabilities including strengthened communications, ability to interface with customer and can overcome objections in closing business deals. TCG's unique sales approach enhances brand loyalty, which translates into an increase in revenues and long-term success. Communications Strategies Contact Strategies Tei Consulting Group serves as our client's liaison for the Charlotte market. Our professional sales team is able to handle in person negotiations and customer service for your brand. Technology advances and so does Tei Consulting Group! We utilize the latest in CRM tools to give our customers a smooth and professional experience from beginning to end. Markets and customers evolve. By utilizing Tei Consulting Group's expert team to handle your campaign, we are able to quickly and efficiently provide you insight into the community. Tei Consulting Group has continuously out-performed local and national competitors. We've been recognized for our results in bonuses and awards. Leaders have high ethics. They are honest. If you are to gain people's trust then it is important to learn this trait early. One of the situations you can practice this behavior is taking responsibility for your own actions. Do not play the blame game when things go wrong. Leaders take personal responsibility for their team's actions and results. Leaders are very focused on the objectives that need to be attained. They develop a plan and strategy to achieve the objectives that need to be attained. In addition, they will also need to build commitment from the team and rally them to achieve the organization's goal. When developing leadership skills, start by looking at how goal oriented you are now. Improve upon that behavior. If people are to follow you then as a leader you need to be courageous. Leaders are brave when they confront risks and the unknown. The ultimate test of a leader's courage is also the courage to be open. When looking at developing leadership skills, do you have the courage to speak up on things that matter? Leaders are passionate. They are enthusiastic about their work and they even have the ability to rub this energy off on their followers. Do you take on assignments given to you enthusiastically? This is one good behavior to start when developing leadership skills. Leaders do the most urgent and important things first, regardless of their interest in them. For them, whatever that needs to be done should be completed with the best possible effort. How do you fare with this trait? Do you do tasks that you are uncomfortable with? Start developing leadership skills in this area by recognizing what are the important tasks to complete. Developing people whether by training, coaching, or teaching them is one of the main traits of a good leader. No one can achieve organization goals alone. The team is needed in order to achieve them. Leaders develop the people to build a stronger team so that the organization is effective. Start by developing your own knowledge when developing leadership skills. When developing leadership skills, look at the easiest to start. Commitment to your work is one of the easiest. Can you truly say you are willing to work hard at the job assigned? Leaders work hard and have a strong discipline in following through with their work. Leaders understand that at best they will get private credit for their work. Public glory is not expected. They know whatever achievements are the result of joint effort of their units. They share glory and credit with the rest of the work. They know they are only as good as their team. When developing leadership skills, ask yourself this - are you generous enough to share the fruits of your unit's achievements? Each member at Tei Consulting Group participates in individual and group training. Whether they are learning sales or leadership, we have a structured program to provide career development. Teaching is learning twice. Through Tei Consulting Group's management development program, we give our team the ability to learn life long skills. Promotions are given 100% within the company on a merit based system. Each member is given a clear promotion structure and dedicated coaching for career advancement. Tei Consulting Group works with clients across North Carolina and the Southeast. We have opportunities nationally and across the globe. Check over our frequently asked questions for answers for what you are looking for. Have any additional questions? Contact our team today. Tei Consulting Group contracts with fortune 500 and 100 clients to handle client acquisition and market management. Our professional sales team is given the best resources to develop their skills and work with their customers. The company's proven training and development program has helped Tei Consulting Group grow at an incredibly quick pace. By providing each member personalized training dedicated to their learning style, we are able to add on professionals regardless of their experience in the marketing and sales field. This allows Tei Consulting Group to provide our clients with a diverse team that brings their point of view to the table. Working at Tei Consulting Group gives our team members opportunities to travel across the Southeast and across the nation. On a daily basis, the team handles client management across Charlotte's metro area. Our team is able to participate in satellite market management for the client and attend conferences that focus on leadership and career development as well. President, CEO Oldetey was born and raised in Accra, Ghana and has traveled around the globe. In 2004, he moved to Indiana to attend Hanover, where he earned his Bachelor's degree in Economics and International studies. Afterwards, he moved to Kentucky to attend University of Kentucky, graduating with his Masters in Commerce Economics and Diplomacy. After completing all of his schooling, Okletey made a move to Rhode Island where he was able to learn and master a sales career, working in Rhode Island, New York, and Albuquerque, NM. After about a year in New Mexico, he decided it was time for another change and relocated his company to Charlotte, NC. Okletey has turned Tei Consulting Group into a very successful sales and marketing firm here in Charlotte, opening several new markets for our client. Human ResourcesDani Avizinis is a Virginia native, who grew up with a deep love for travel. This drove her to live all over the United States, and even Japan at one point. She now resides in South Carolina with her husband and four kids, who all excel at sports. In her free time, Dani enjoys working out at her local gym and eating healthy, which led her to become a certified personal trainer. She also owns and runs a successful home remodeling company. Dani brings a wealth of knowledge to the Tei team, and we're proud for her to be in our company. Success is not only related to sales numbers and financial reports. To Tei Consulting Group, being involved in the community is integral to our firms success. Our team has participated in activities like fundraisers, campaigning in the city, and donating time. Whether its fundraising for Operation Smile or delivering meals to the homeless, our team strives to give back and enjoys being able to help. Last month, the team at Tei Consulting Group celebrated a major milestone, five years in business! As a privately owned marketing and sales firm, this is a huge accomplishment in it's own right. We didn't just get here coming in everyday and doing the bare... At Tei Consulting Group, we specialize in client acquisitions for Fortune 500 clients in the Charlotte area, and we work closely with our clients to ensure the best experience for their customers. Our account managers provide expert advice and guidance through... At Tei Consulting Group, success isn't just reaching targets from our clients or winning awards. True success is being able to give back to the community and the world. In alignment with that belief, Tei Consulting Group's team set up and participated in a... Tei Consulting Group, a sales and marketing firm based just outside of Charlotte, has a long history of performance and outperforming for our client, but in the past year, our team has turned out far better results and growth than the first 4 years of the firm's... Tei Consulting Group is a marketing firm located in Charlotte, NC, that specializes in client acquisition and outsourced sales for fortune 500 clients. Not only does the firm work with these particular clients, but we utilize the company as a place where our team... Tei Consulting Group is a marketing firm that handles client acquisitions for fortune 500 clients in Charlotte and surrounding areas. As part of our work, the team has the opportunity to learn both client management and how to build and manage their own team. When an... This past weekend the team at Tei Consulting Group headed down to Atlanta for a conference that the company is invited to several times a year. At this conference, Tei Consulting Group's team took time to develop their skills in the areas of goal planning,... This week for "talking about Tei Tuesday", we are talking about top Account Manager, Ben Bacca. The overall performance results for January came in earlier this week from our client and Ben ranked in at number 6 in the country. So what was working for Ben?... Not only is today #TalkingaboutTeiTuesday but it is also #nationalspousesday too. This week we are featuring Danielle Hubbard, our HR Manager, and her husband Cory. Danielle and Cory met over two years ago at a local bar in Sanford, FL. They liked hanging out so much... Sales Representative (Former Employee) - Charlotte, NC - January 6, 2021The most useful review selected by IndeedI loved the people I worked with as well as the managemen.. the only thing that I didnt like was the actual sales. Only because I'm not very good at pushing a product on someone. But if you are very persuasive, confident, energetic, and a go getter this is the job for you!We had a wheel to spin for free stuff!Was this review helpful?Page 2 Job Description SALES & MARKETING ASSOCIATE (FULL TIME) There is something to be said about a company that invests so much energy and time into their employees' sales, marketing, and professional development. So, it is no shock that Tei Consulting is still thriving despite the pandemic we've been facing. Tei Consulting Group is a sales and marketing firm specializing in face-to-face communication on behalf of one of the largest companies in the service industry (it might be argued they are THE largest). They contract with us to put a face to their name. Our core values are developing entry level individuals into successful, well-rounded business men and women. We are looking to train someone starting at the entry level in all areas of sales, marketing, and then into management practices. QUALIFICATIONS: Someone with 0-6 years experience in: Sales Marketing Communications Or Customer Service (retail, restaurant, or hospitality) Upbeat and professional demeanor Solution-oriented in the face of challenges Sports-Minded and a team player Internally motivated Willingness to learn and adapt Entry level / Intermediate technical and digital experience Bachelors Degree is preferred PERKS: C-level coaching and development Incentives for exceptional work Chances to give back to the community Travel opportunities Advancement & recognition based on merit Positive team atmosphere We're interested in learning more about you. Send us your resume today! Entry level experience in the following is a plus: marketing, marketing & sales, general business, communications, collaboration, relationship-building, detail-oriented, tech-savvy, business, representative, public relations, psychology, market research, sales, outside sales, business to business, direct marketing, entry level, customer service, restaurant, hospitality, management, advertising, business administration, full time, sports, sports marketing, training, competitive, coaching, team, retail, server, bartender, clerk, club, charity, leadership, service, food, or team work Company Description About Tei Consulting Group: Our Approach: We sell our client's products with professionalism and integrity. Our Drive: Tei Consulting Group and it's team are goal oriented and competitive. Our Mission Statement: Tei Consulting Group provides career training and development for all of its associates. www.teiconsultinggroup.com

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