



Welcome to S.I. Consultants Firm,

As a member of our team, you are now part of a **professional consulting firm built on structure, accountability, and results.**

Our role is to support businesses through strategic marketing, advertising systems, backend automation, and operational consulting — and every team member plays a critical part in delivering that standard.

At S.I. Consultants, we operate with professionalism, integrity, and clear communication. We value preparation, follow-through, and respect for both our clients and one another.

This training will guide you through our systems, expectations, and workflows to ensure consistency and success across the firm.



Remember our core principle: Knowledge is Key — and your growth here is directly tied to your commitment to learning and execution.

Welcome to the team



S.I. Consultants is pleased to extend this offer for the position of Sales Consultant (SC). This role is a performance-based, commission-only position and is a core revenue-generating role within our firm.

This offer is contingent upon successful completion of onboarding, agreement to company policies, and adherence to all performance and professionalism standards outlined below.

Position Overview

Position Title: Sales Consultant (SC)

Department: Sales

Reports To: Sales Executive (SE)

Compensation Type: Commission-Based

Growth Path: PT → SC → SE

Role Purpose

As a Sales Consultant, you will be responsible for direct client engagement, discovery conversations, qualification, and closing, following S.I. Consultants' approved systems, scripts, and sales processes.

This role requires consistency, accountability, and professional execution.



As a Sales Consultant, you agree to:

Core Responsibilities

- Conduct discovery and sales calls using approved company scripts
- Qualify leads based on readiness, fit, and alignment
- Present solutions clearly and professionally
- Close sales in accordance with company guidelines
- Maintain accurate and timely CRM documentation
- Complete follow-ups and assigned tasks
- Participate in required training, coaching, and meetings
- Represent S.I. Consultants with professionalism at all times

Performance Expectations & KPIs

Sales Consultants are expected to meet or exceed established KPIs, including but not limited to:

- Daily call activity
 - Weekly proposals sent
 - Weekly deals closed
 - Monthly revenue targets
 - CRM accuracy and consistency
 - Professional communication and attendance
 - Failure to meet performance standards may result in coaching, placement on a Performance Improvement Plan (PIP), or termination.
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Compensation Structure

This position is commission-only.

Compensation is earned based on closed and approved sales in accordance with S.I. Consultants' commission structure.

No base salary or guaranteed earnings are provided.

Commission eligibility may be impacted by:

- Incomplete CRM documentation
- Failure to follow company processes
- Non-compliance with training or coaching

Advancement Opportunities

Sales Consultants may be considered for advancement to Sales Executive (SE) based on:

- Consistent KPI performance
- Revenue reliability
- CRM accuracy
- Professional conduct
- Leadership readiness
- Coaching compliance

Advancement is earned, not automatic, and subject to leadership approval.



Employment Status

This role is considered at-will and may be terminated by either party at any time, with or without cause, in accordance with company policy.

Acceptance of Offer

By signing below, you acknowledge that you understand and accept the terms of this offer, including the commission-based compensation structure and performance expectations.





S.I. CONSULTANTS

Internal Sales Growth Path & Role Breakdown

At S.I. Consultants, internal advancement follows a structured, performance-based path designed to develop skill, accountability, and leadership over time.

Approved Internal Growth Path:

PT → SC → SE

Advancement is based on documented performance, professionalism, and coaching compliance — not tenure.

PT — Practical Trainee

Role Focus: Training, learning, and system exposure

Purpose: Prepare individuals for successful execution as a Sales Consultant

Core Responsibilities:

- Complete all onboarding and training requirements
- Learn company scripts, systems, and CRM usage
- Participate in role-plays and supervised activities
- Demonstrate professionalism and coachability

Advancement Readiness (PT → SC):



- Completion of required training modules
- Script accuracy and system understanding
- Consistent attendance and participation
- Approval from leadership

SC — Sales Consultant

Role Focus: Direct sales execution and revenue generation

Reports To: Sales Executive (SE)

Compensation: Commission-Based

Role Purpose:

Sales Consultants are responsible for client discovery, qualification, and closing, following S.I. Consultants' systems, scripts, and professional standards.

Core Responsibilities:

- Conduct discovery calls using approved scripts
- Qualify leads based on readiness and fit
- Present solutions clearly and professionally
- Close deals aligned with company guidelines
- Maintain accurate CRM documentation
- Complete follow-ups and task assignments



Performance Expectations:

- Meet or exceed daily and weekly KPIs
- Maintain accurate and timely CRM updates
- Demonstrate professional communication
- Participate in coaching and training sessions

Advancement Readiness (SC → SE):

- Consistent KPI performance over time
- Reliable revenue generation
- High CRM accuracy
- Leadership mindset and accountability
- Coaching compliance and professionalism

SE — Sales Executive

Role Focus: Sales leadership and performance oversight

Purpose: Drive team performance and uphold sales standards



Professional Standards

All roles within the sales growth path are required to:

- **Maintain professionalism and integrity**
- **Follow company systems and processes**
- **Accept coaching and corrective guidance**
- **Represent S.I. Consultants with excellence**

Failure to meet expectations may result in coaching plans, corrective action, or role reassessment.

