

# WORK VAPOR

Job Link: <https://workvapor.com/jobs/appointment-setter-8-10-hour-u-s-cold-calling-232306/>

## HIRING ORGANIZATION

Pivot Solutions LLC

## EMPLOYMENT TYPE

Full-time

## JOB LOCATION

? Remote work from: United States

## DATE POSTED

? 09/05/2026

## APPOINTMENT SETTER – \$8-\$10/HOUR – U.S. COLD CALLING

### BASE SALARY

USD 8 - USD 10

### DESCRIPTION

#### Cold Calling & Appointment Setter

**Company:** Pivot Solutions LLC

**Work Type:** Remote

**Employment Type:** Full-time

**Pay:** \$8–\$10 per hour

**Expected Hours:** 40 hours per week

#### Contact Details

**Email:** [admin9@pivot-solutions.com](mailto:admin9@pivot-solutions.com)

**Application:** Send your updated CV or resume

#### About the Position

Pivot Solutions LLC is looking for a confident and organized Cold Calling & Appointment Setter.

The employee will work for Pivot Solutions and support a client in the pest control industry. The main responsibility is to contact prospective customers and schedule qualified appointments for the client's outside sales representatives.

This position focuses on cold calling, lead qualification, appointment setting, and follow-up.

#### What This Position Does Not Include

- Field sales.
- Onsite inspections.

- Preparing estimates.
- Preparing proposals.
- Negotiating contracts.
- Closing sales.

### **Key Responsibilities**

- Make outbound cold calls using approved prospect lists.
- Introduce the client's pest control services.
- Identify customer needs.
- Confirm service locations.
- Confirm decision-maker availability.
- Determine customer interest.
- Follow the client's qualification criteria.
- Schedule qualified appointments.
- Confirm customer contact information.
- Confirm appointment details.
- Use approved call scripts naturally.
- Answer basic service questions.
- Handle common objections professionally.
- Follow up with interested prospects.
- Confirm scheduled appointments.
- Coordinate appointment rescheduling when needed.
- Maintain detailed call notes.
- Update lead statuses in the CRM.
- Track follow-up tasks.
- Maintain accurate appointment records.
- Meet activity targets.
- Meet appointment-quality targets.
- Follow company calling procedures.
- Honor customer opt-out requests.

### **Required Qualifications**

- At least 1 year of outbound cold-calling or appointment-setting experience preferred.
- Demonstrated ability to book qualified appointments.
- Strong spoken English.
- Clear pronunciation.
- Confidence speaking with U.S. customers by phone.
- Strong written English.
- Ability to handle objections and rejection.
- Professional and consistent communication style.
- Strong listening skills.
- Strong organizational skills.
- Strong follow-up skills.
- Accurate recordkeeping abilities.
- Comfort using CRM software.
- Experience with calling platforms.
- Ability to use shared calendars.
- Comfortable with standard online communication tools.
- Ability to work independently.
- Dependable attendance.

- Ability to meet assigned targets.
- Availability during assigned U.S. business hours.

### **Preferred Experience**

- Outbound calling for U.S. residential customers.
- Outbound calling for U.S. commercial customers.
- Experience in pest control.
- Experience in landscaping.
- Experience in roofing.
- Experience in other home-service industries.
- Knowledge of recurring pest control service plans.
- Understanding of common property-maintenance concerns.
- Experience scheduling appointments for field sales representatives.
- Experience improving appointment attendance.

### **Remote Work Requirements**

Applicants must have:

- Reliable computer.
- Second monitor.
- Stable high-speed internet.
- Noise-canceling headset.
- Quiet and distraction-free workspace.

The employee must remain available throughout the assigned shift.

The position also requires following Pivot Solutions and client data-security and communication procedures.

### **Performance Expectations**

Performance will be measured through:

- Outbound call activity.
- Meaningful prospect conversations.
- Qualified appointments booked.
- Appointment attendance.
- Follow-up completion.
- CRM accuracy.
- Appointment quality.

Specific targets will be established by management and the client.

The position is responsible for appointment quality and does not include closing sales.

### **Compensation**

Pay is \$8–\$10 per hour.

Compensation depends on relevant experience and demonstrated results.

## Benefits

- Work from home.

## Application Questions

Applicants should be prepared to answer:

- Have you previously made outbound calls to customers in the United States?
- Are you available to work full-time during assigned U.S. business hours?
- Do you have a reliable computer, second monitor, stable high-speed internet, noise-canceling headset, and a quiet workspace?

## How to Apply

Send your updated CV or resume to:

admin9@pivot-solutions.com

## Company Contact Information

Pivot Solutions LLC

Work Type: Remote

Employment Type: Full-time

**Email:** admin9@pivot-solutions.com