

WORK VAPOR

Job Link: <https://workvapor.com/jobs/remote-online-program-sales-specialist-232218/>

HIRING ORGANIZATION

National Trade Institute

EMPLOYMENT TYPE

Full-time

JOB LOCATION

? Remote work from: United States

DATE POSTED

? 08/14/2026

REMOTE ONLINE PROGRAM SALES SPECIALIST

BASE SALARY

USD 70130 - USD 96984

DESCRIPTION

Online Program Sales Specialist

Company: National Trade Institute

Work Mode: Remote

Employment Type: Full-time

Location: Remote (United States)

Salary: \$70,129.74 – \$96,984.20 per year

Benefits:

- Employee discount
- Paid time off
- Professional development assistance
- Uncapped commission
- Performance-based earning potential

Contact Details

Email: kevin@thecareerlab.com

About the Position

National Trade Institute is hiring an Online Program Sales Specialist. This is a fully remote sales position. You will speak with prospective students who have already shown interest in career training programs.

This is not a cold calling position. You will learn about each student's goals and help them choose the right training program. You will also handle questions and objections before enrollment.

Key Responsibilities

- Speak with prospective students.
- Guide sales conversations.
- Understand student goals.
- Explain training programs.
- Handle customer objections.
- Help qualified students enroll.
- Manage a high-volume sales pipeline.
- Use a CRM to track prospects.
- Follow up with prospects.
- Keep records accurate.
- Meet activity goals.
- Meet enrollment targets.
- Join coaching sessions.
- Take part in professional development.
- Track your daily performance.
- Improve sales results over time.

What You Should Bring

You should enjoy sales and competition. You should be comfortable working with sales targets. You should take responsibility for your results.

You should communicate clearly with different types of people. You should stay organized during busy periods. You should learn quickly and respond well to feedback.

You should also be comfortable discussing people's financial situations. Asking for the sale is an important part of this position.

Preferred Qualifications

- 5+ years of phone sales experience.
- Consultative sales experience.
- High-ticket sales experience.
- Strong sales record.
- CRM experience.
- Pipeline management experience.
- Strong verbal communication.
- Strong written communication.
- Good organizational skills.
- Strong attention to detail.
- Good computer skills.
- Remote work experience.
- Strong follow-up skills.
- Ability to work with sales metrics.
- Ability to accept coaching.

Skills

- Phone Sales
- Consultative Selling
- High-Ticket Sales
- Lead Conversion
- CRM Management
- Pipeline Management
- Follow-Up
- Customer Service
- Objection Handling
- Enrollment Sales
- Communication
- Negotiation
- Time Management
- Organization
- Problem Solving
- Resilience
- Goal Setting
- Performance Tracking
- Remote Work
- Computer Skills

Compensation

The listed salary range is \$70,129.74 to \$96,984.20 per year. The company also offers uncapped commission and performance-based earning opportunities.

The post says high performers can earn more than \$8,000 to \$11,000 per month. It also states that some team members can earn \$120,000 to \$144,000 per year.

Work Environment

This is a fully remote position. The role is fast-paced and strongly focused on sales performance. The company expects employees to stay productive and manage their own work.

Application Process

You must submit a resume and a 1 to 2 minute video. The video should explain why you want the position why you would be successful and what makes you a top performer.

Applications without a video will not be considered.

Send your resume and video to the company by email. Use the subject line “**Online Program Sales Specialist Application – [Your Name]**”.

Contact Details

Email: kevin@thecareerlab.com

RESPONSIBILITIES

- Speak with prospective students.
- Guide sales conversations.
- Understand student goals.
- Explain training programs.
- Handle customer objections.
- Help qualified students enroll.
- Manage a high-volume sales pipeline.
- Use a CRM to track prospects.
- Follow up with prospects.
- Keep records accurate.
- Meet activity goals.
- Meet enrollment targets.
- Join coaching sessions.
- Take part in professional development.
- Track your daily performance.
- Improve sales results over time.

JOB BENEFITS

- Employee discount
- Paid time off
- Professional development assistance
- Uncapped commission
- Performance-based earning potential

SKILLS

- Phone Sales
- Consultative Selling
- High-Ticket Sales
- Lead Conversion
- CRM Management
- Pipeline Management
- Follow-Up
- Customer Service
- Objection Handling
- Enrollment Sales
- Communication
- Negotiation
- Time Management
- Organization
- Problem Solving
- Resilience
- Goal Setting
- Performance Tracking
- Remote Work
- Computer Skills

QUALIFICATIONS

- 5+ years of phone sales experience.

- Consultative sales experience.
- High-ticket sales experience.
- Strong sales record.
- CRM experience.
- Pipeline management experience.
- Strong verbal communication.
- Strong written communication.
- Good organizational skills.
- Strong attention to detail.
- Good computer skills.
- Remote work experience.
- Strong follow-up skills.
- Ability to work with sales metrics.
- Ability to accept coaching.