

THANK YOU  
for considering  
ReminderMedia as  
the next step in  
your professional  
journey!



ReminderMedia is a leading marketing services provider that has been recognized as one of the fastest growing companies (*Inc. 5000*) and selected as a top place to work (*philly.com*) with an A+ rating through the *Better Business Bureau*.

Our **VISION** is to help our clients live a life of freedom.

 [Click here to watch!](#)

We accomplish this through our **MISSION** – to empower our clients to close more deals and retain more business.

 [Click here to watch!](#)

ReminderMedia helps professionals in relationship-based businesses, such as real estate agents, financial advisors, mortgage brokers, and insurance professionals, stay connected to past clients and referral sources through a powerful suite of marketing tools. Our growing portfolio of products includes [American Lifestyle](#), [Business in Action](#), [Start Healthy](#), and [Good to Be Home](#) customizable magazines, [Print-On-Demand Postcards](#), and our [Digital Marketing Platform](#)—Branded Posts, Local Content, and Digital Edition.

# WHICH POSITION IS RIGHT FOR YOU?



## SALES ACCOUNT EXECUTIVE

The Direct Sales Account Executive is a fully-remote position that conducts outbound, business-to-business phone calls, **selling our flagship marketing tools—American Lifestyle, Business in Action, Start Healthy, and Good to Be Home magazines—to prospective clients.**

Placing a high-volume of outbound calls to prospects in relationship-based businesses, such as real estate agents and insurance professionals, Account Executives close deals with new clients—helping those clients stay connected with their top contacts and referral sources to generate more repeat and referral business. Successful Account Executives are enthusiastic and highly motivated with fearless sales skills and hunter instincts. They effectively engage prospects over the phone while closely following a proven one-call-close sales script and confidently acknowledging, isolating, and overcoming objections. As the driving force behind our organization's historical success and future growth, this opportunity provides talented closers with the highest earnings potential of all positions on our virtual sales floor!

**Key Performance Indicators** for the position include 200 outbound dials per day, 4 hours of phone time per day, and average sales per day.

# WHICH POSITION IS RIGHT FOR YOU?

## MARKETING ADVISOR

The Marketing Advisor role on our Client Success team is a fully remote, phone-based position that carries out our vision with existing and newly established clients. **Marketing Advisors optimize clients' utilization of our marketing services by coaching them on the processes for customizing the products they have already purchased and selling additional marketing services to help them generate more referrals and retain more business.** Our top Marketing Advisors are confident, effective communicators with excellent problem solving skills and excellent work ethic. The entry role answers incoming calls—fielding questions, addressing concerns, and providing guidance—to help current clients navigate our comprehensive suite of marketing tools and turn upset clients into raving fans. Our company prides itself on exceptional client retention rates and our Marketing Advisors are the driving force behind those achievements.

As new Marketing Advisors become proficient in their roles, a multitude of different doors open, providing them opportunity for greater responsibility and compensation. Client Success functions through an expansive group of sub-departments performing a wide range of phone-based roles—from webinar presenters on-boarding new clients to client solutions specialists resolving escalating concerns—which ensures talented team members have career path options that closely align to their personal needs, aspirations and skill sets. **Key performance indicators** for the position include calls per day and hours of phone time per day.



# OTHER HIRING DEPARTMENTS

## ACCOUNTING

Our accounting department consists of intelligent individuals who relish in analytics. Keeping the numbers straight is a main factor in our organization's continued growth and sustainable success. Our mission is to ensure that nothing, regardless of how small, slips through the cracks.

## BUSINESS OPERATIONS

From soup to nuts, our business plans are developed, executed, and achieved in-house. Business operations is challenged with the task of tying it all together. "Biz-Ops" depends on the productivity, attention-to-detail, and follow-through of each and every team member to cross functionally support the organization's execution of our mission.

## BUSINESS INTELLIGENCE

Business Intelligence partners closely with organization leaders to help transform numbers into insights that optimize the quality and productivity of business processes. Utilizing an assortment of software and tools, the BI team diligently analyzes internal and external workflows to identify and improve upon opportunities of the organization to carry out our mission effectively.

## MARKETING

Our marketing and creative teams develop all marketing content and advertising in-house. Our virtual creative studio is home to video editors, web developers, writers, designers, production artists, and digital marketers. With the mission of making ideas happen, our creative team is tasked to create the marketing tools that help our clients close more deals and retain more business.

# OTHER HIRING DEPARTMENTS

## HUMAN RESOURCES

Our Human Resources team is entrusted with the responsibilities of recruiting, engaging, and developing the world's most talented workforce. With over 300 team members working virtually across the globe, organization is a must. Between hiring, on-boarding, data entry, benefits administration, and payroll processing, HR wears many hats, but their focus is unwavering—a deep-seeded passion for the mutual success of our employees and our business.

## INFORMATION TECHNOLOGY

ReminderMedia is on the cutting edge of innovation and technology. Through an expansive team of software developers and coders working in-house, hundreds of detailed programs have been written with the intent of making both our employees and clients more successful at their jobs. The IT department is made up of talented and technically skilled employees who have a knack for automation and efficiency.

TO SEE MORE ABOUT OUR COMPANY, VISIT  
[YOUTUBE.COM/REMINDERMEDIA](https://www.youtube.com/remindermedia)

# THE BENEFITS OF WORKING FOR A GREAT COMPANY

ReminderMedia is committed to helping our employees become the best version of themselves — both professionally and personally. As an employee, you and your loved ones will receive a world-class benefits experience, focused on supporting your physical, financial, and emotional well being. Our expansive package is thoughtfully designed based on data, with top-shelf providers hand-curated to serve the needs of our most valuable asset—YOU. [Click here for a more detailed summary of healthcare benefits.](#)

## HEALTHCARE BENEFITS

You will be provided with three medical plan options—a Health Savings Account Plan with a \$1000 employer contribution and Basic and Premium PPO plans. Flexible spending accounts, a healthcare advice line, telemedicine services, and premium dental and vision options are a few of the many features available through all plans. With one of the nation’s most expansive provider networks—Horizon Blue Cross & Blue Shield, over 70% of plan costs paid by the company, and employee-only plan premiums starting under \$10/ paycheck, you and your family will have access to the best medical care in your area at an affordable cost. Benefit plans are effective upon reaching the first day of the month after the sixtieth day of employment or 90- days, whichever occurs first.

## WEALTH & SECURITY

Financial success extends far beyond a good paycheck. ReminderMedia provides you with the opportunity to defer tax free earnings towards long-term savings through a qualifying 401(k) plan that includes a company match as well as Roth IRA options. An expansive package of supplemental benefit plans—company-paid will preparation services, basic life, AD&D and long-term disability insurances, optional supplemental life, short-term disability and critical illness/accident benefits—ensure you have, not just an ability to achieve financial freedom today, but the ability protect and invest your finances for a life of freedom tomorrow.

## A LIFE OF FREEDOM

Most positions are structured on a traditional 40- hour, weekly schedule with no night or weekend shifts required and no commute. Paid time off (PTO) benefits are available for personal days, sick time, vacations, or any other reason of your choice. You receive two weeks of PTO in your first year (10 days), 18 days between years one and six, and nearly five weeks (24 days) after your sixth year of employment. Additionally, you receive eight paid holidays each year plus a floating holiday for other personal observances. Parental leave is available to all team members upon reaching their first year anniversary. We undeniably work hard during business hours, but our efforts are rewarded with generous time off benefits that allow us to play hard as well.

## THE EXTRAS

ReminderMedia’s robust benefits package includes a long list of carefully selected supplemental plans administered by best-in-class providers to support the widest range of needs and life circumstances. An employee assistance program provides you with access to confidential 24/7 counseling to overcome challenges faced in both work and life. We provide optional benefits for pet insurance, identity theft protection and credit union memberships. A company-sponsored Engagement & Events Committee organizes virtual and in person events—with travel stipends—and oversees the execution of engagement initiatives including annual subscriptions to the Calm App and quarterly appreciation gifts for all employees.

# THE BENEFITS OF WORKING FOR A GREAT COMPANY

## OUR DOORS ARE OPEN

It's no secret. The demographics of the communities we serve become more diverse as each day passes. ReminderMedia understands diversity is a business imperative. We recognize the value that different perspectives, backgrounds, and cultures add to a workplace and passionately commit to provide all employees with equal and extraordinary opportunity to succeed. Leaders receive training on cross-cultural communication, competency-based interviews and managing workplace respect and conduct. Mentor programs, employee opinion surveys, regular performance reviews and inclusive networking and on-boarding programs ensure that we actively listen to all employees and support them through the successes and challenges of their careers. We nurture a business environment that is responsive to all. This is an integral part of who we are as an organization and as individuals.

## OPPORTUNITY KNOCKS

ReminderMedia has been repeatedly recognized as one of the nation's fastest growing companies (4X Inc 5000 winner & Philly Top 100). We understand what it takes to grow a business properly. It takes collaboration, preparation and investment. We have an all-hands-on deck approach to acquire, develop, and advance the talent needed to capture the expansive market share that is available to us and achieve the aggressive growth projections that we forecast. We have invested in developing a support infrastructure that is fully capable of ensuring team members can not only survive but thrive in this rapid-growth environment. Since transitioning remote in 2020, we've added three dedicated training positions to our staff. We acquired new learning management systems and more than doubled the size of the management teams in our virtual call center, to ensure new employees have access to the support, training, and leadership to thrive in their careers.

Whether you're closing deals with new clients or writing the articles in our magazines—every position in the company has a defined career path that clearly outlines the next level positions, the criteria to advance, and approximate time it takes to get there. Our employees don't just have a job; they have a career, and our managers are committed to helping all employees achieve their full-potential to become the best versions of themselves.

Working for a great company really does have its rewards.





## OUR PODCAST

The best way to truly understand a company's vision, mission, and values is to hear about those concepts directly from organizational leaders.

**Stay Paid is a weekly podcast that's climbed the charts to rank as Apple's top 10 most popular in the 'Sales and Marketing' category.** ReminderMedia president, and Josh Stike, chief marketing officer, give listeners actionable advice that will help them live a life of freedom, but only if they take action today. They speak with top producers in fields such as real estate, finance, and insurance—tackling subjects like cold calling and door knocking, digital marketing tactics, and building a successful business.

Whether you're a sales professional looking to close more deals or a job applicant looking to land the career of your dreams, get yourself a step closer to achieving your goal and...

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 @staypaidpodcast

