

# IT SALES CONSULTANT

## Job Description

We are currently seeking an individual that can expand our business and customer base for our IT Support Division. If you are a candidate who is eager to close sales that will drive profitability, enjoys working in a laid-back environment, and likes working independently then we want to meet you.

## Responsibilities:

- ✓ Cold/Warm calling and creating new prospects
- ✓ Built and maintain existing sales leads
- ✓ Identify potential customers, schedule appointments, and build relationships
- ✓ Sell products and services that meet/exceed customer's expectations
- ✓ Provide technical recommendations and guidance to current and potential customers
- ✓ Prepare contracts and sales agreements
- ✓ Maintain technical and sales knowledge by attending training, seminars, and reviewing technical publications

## Job Requirements:

**QUALIFICATIONS:** Associates Degree Preferred. A minimum of 1-2 years in technical sales experience a must. A working knowledge of all Microsoft Office suite and CRM Software. Valid California driver's license, insurance required, and reliable car/transportation a must.

## Job Snapshot:

- ✓ Employment Type - Full Time
- ✓ Job Type - Digital Office Equipment, Information Technology Sales
- ✓ Education - 2 Year degree
- ✓ Experience - At Least 2 years
- ✓ Provide technical recommendations and guidance to current and potential customers
- ✓ Manage Others - No
- ✓ Required Travel - Up To 20%