

Field Sales Representative

Opportunity Overview:

A 100% employee owned company is looking for a Field Sales Representative to join their growing team! This individual will work closely with Sales Manager to help develop and close new leads for the company. The person in this role will focus on new prospect research, driving and closing new business deals with customers, and overall revenue growth of the company.

Culture:

Every employee acts as an employee owner, fostering an atmosphere of accountability and moving the company in the right direction. The culture is young and family oriented, allowing for good work-life balance. They value honesty, integrity and a servant leadership mindset.

Required Skills:

- 3+ years of proven sales experience closing new business
- Proven ability to communicate with customers via email, telephone, and other platforms as necessary
- Strong written and verbal communication skills
- Ability to meet or exceed sales quotas, ability to break through customer rejections
- Knowledge of security, technology, relating to hardware and services is a plus
- Experience with ConnectWise and/or Quotewerks is a plus

Position Responsibilities:

- Conduct research through utilizing databases, search engines, and industry-related material
- Create relationships and bring value to new and existing customers through initial outreach and continued follow-up
- Close new business by coordinating requirements, developing and negotiating contracts and integrating contract requirements
- Successfully set and exceed personal sales quotas
- Effectively communicate with the Sales Manager to stay up to speed on company goals and overall growth plan
- Contributes to the development and implementation of sales and marketing strategies to support business growth through lead generation
- Effectively uses CRM tools to manage account activity
- Attend or join networking events and groups to become known as a trusted advisor in the industry

I will be out of the office the August 12th to thru the 22nd. Please feel free to call me or txt me 612-581-9423 if you need assistance.

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100% Employee Owned