

Technology Sales Representative

CONTACT INFORMATION: Please submit your resume to jobs@mwdana.net or via fax 660-744-5332.

JOB DESCRIPTION

We are looking to hire Account Executives with experience in Managed IT Services, Unified Communications/Messaging, Audio & Web Conferencing, Converged Network Infrastructure, IT Security, Wireless Voice & Data Networks, Ethernet Switching, Remote Access, and Network Cabling,.

Position Purpose: Responsible for selling complete product line and services in technical or commercial assigned territory. Responsible for attaining and exceeding sales and account objectives. Expected to contribute inputs to help company develop tactical and strategic product and marketing directions.

Responsibilities:

- Effectively penetrates all accounts within assigned territory, including competitive installations that are within designated markets. Manage an effective call back program to maintain existing accounts.
- Independently calls on customers and penetrates accounts.
- Demonstrate excellent product, company, and price list knowledge.
- Demonstrate excellent understanding of the position, discovery, and commitment questions that turn product features and company services into solution benefits for prospects and customers.
- Excellent time management skills.
- Excellent questioning and presentation skills, effective at all levels of target customer organization.
- Work with service management and sales management to negotiate contract terms. Provide marketing with information on market climate, prospects, and competition.
- Work without supervision in qualifying new leads and developing effective strategies for accounts.
- Excellent sales call planning skills as it pertains to on site sales visits. Visits to customer sites are planned in an effective manner, brings in correct resources to support on site visits at appropriate phases of the buyers decision cycle.
- Superior project management skills.
- Develop effective rapport with coaches, influencers, and decision makers within customer base.
- Work effectively with other Sales partners depending upon the nature and scope of the sale, especially across territories on major account deals.

Required Knowledge and Experience: Bachelor's degree or equivalent combination of education and experience. Three to five years of relevant experience in the IT industry. Strong verbal and written communication skills, positive attitude, professional appearance, understanding of sales process, industry knowledge, well organized, dependable, and excellent listening skills.