

CORPORATE IT ACCOUNTS REP -

Successful candidates will need to possess the Ability to Develop Long Term Relationships with multiple types of businesses. This position is responsible for new business development, achieving sales revenue objectives and maintaining relationships with current client base while introducing new and existing clients to additional product offerings. This business environment requires the candidate to be extremely organized, persistent, hardworking, energetic, and motivated by success.

Primary Responsibilities:

Promote and sell IT Services, Telecommunication Products and Computer Hardware to Business customers. Develop and grow a sales revenue pipeline through telephone and field prospecting, and product demonstration. Close business sales to exceed quarterly and annual revenue objectives. Create, enhance, and manage business relationships with new and existing clients to leverage additional opportunities for growth with a strong emphasis on customer service and satisfaction. Proactively and creatively understanding client needs and identify solutions to meet those needs. Routine sales forecasting with accuracy on a consistent basis. Create, design and competently present sales proposals to clients. Work with Technical Operations staff during pre-sales and product development initiatives to ensure timely revenue recognition.

Requirements:

3-5 years of proven experience and success in a sales role.
IT Consulting/Telecom Sales experience preferred, but not required
Possess Interpersonal skills
Good Work Ethic & a strong desire to succeed
Proven ability to manage complex sales that require qualifying needs, analyzing business and technical requirements for clients, engaging in proof of concept, building a business case and ROI model, managing a contract negotiating cycle, and closing the sale.
Excellent oral and written communication skills as well as a professional presentation.
Strong organizational and time-management skills.
Ability to demonstrate commitment and focus on customer satisfaction, excellence in dealing with co-workers and clients as well as the ability to promote and support a "team" environment.
Some Travel required

Base Location(s): Jackson, MS; Greenville/Cleveland, MS

Salary: Base salary commensurate to experience, Aggressive Recurring Commission.

Benefits: Medical, Dental and Retirement Plan