

Position Title: Outside Sales Specialist

Growing Our Sales Team to Further Our Success

Expert Technology Associates is a recognized leader in sales, consulting and on-going support of voice and data technology systems for businesses. These include:

- Carrier Networks
- IP Telephony
- Data Networking
- PBX and Related Offering

Description of Responsibilities:

Through a comprehensive, proven methodology, supported by a team of professionals, you will help organizations solve their business problems. We don't want you to SELL. We need you to be an effective LISTENER. Your knack for creating and developing strong business relationships is key to your success in providing business communication solutions.

You will be responsible for:

- Prospecting, engaging, and closing new business with a comprehensive suite of Voice and Data Communication solutions
- Completing the sales cycle from lead generation to close
- Building strong business to business relationships while earning commissions for life
- Keeping up-to-date industry knowledge and trends

Qualifications:

Candidates must have at least 3 years prior experience in the business to business arena. Preference will be given to candidates with a strong understanding and knowledge of the voice and data Industry. Successful candidates will also have:

- Bachelor's Degree or equivalent work experience
- The ability to target, identify, qualify and drive opportunities to CLOSURE
- A personal network to leverage for opportunities, or the ability to quickly build one
- The ability to identify, communicate and connect with key decision makers

The Right Candidates will Benefit From:

- Full benefits package including disability and life insurance
- 401 K program
- An extensive and ongoing training program
- Mileage Reimbursement
- Cell Phone Allowance
- Education Reimbursement