

Opportunities: Business Development Associates

Expert Technology Associates, the dynamic recognized global leader in voice and data communications products and cutting edge technological services, has tremendous opportunities for high level successful sales professionals with a proven track record in:

- Cultivating life long business to business relationships
- Causing and creating results in identified markets
- Growing an extensive business to business network
- Mastering selling strategies, processes and methods
- Identifying and understanding the science of sales
- Proactive self directed behaviors leading to extraordinary results
- Creating business plans to achieve high levels of performance
- Implementing plans and strategies to achieve and exceed targeted objectives
- Possessing a true openness to continual learning, training and coaching

Responsibilities Include:

- Every aspect of the complete sales cycle
- Development of business relationships leading to selling opportunities and account acquisitions
- Cultivating markets that benefit from our products and services
- Targeting company's within various target markets through cold calling, networking, referrals and relationship development
- Creating consistent positive outcomes by leveraging the unique value of ETA
- Mastering our sales methodology and tracking systems
- Professionally representing ETA's core values and value propositions
- Self directed accountable behaviors
- Career mindedness



Benefits Include:

Career opportunity
Experienced leadership team
Ongoing training, support and development
Base Salary
Unlimited Commissions
Residual Commissions
Benefits Package:
Medical
401 K
Sales Expense Reimbursement
Life and Disability Insurance

With sincerity, these roles are not for those who want to “just find a job.” Nor are they for those who do not have or clearly understand what is described. We are seriously interested in those who are as serious about their career, earnings potential and interested in joining an extraordinary organization while adding to our culture of accomplishment. Forward your resume to ETA' s Human Resources Department at hr@expertta.com.