

Technical Sales Professional - !Remote!

NY

Our client is looking for a new sales professional responsible for newly developed set of services to be offered outside of existing clients.

The candidate should be an aggressive individual capable to analyze and research for potential clients, research structure of the company to find appropriate decision makers and together with technology team present a solution.

Applicants should have understanding of enterprise IT or should be willing to learn operational principals of the company as well as general idea and technical details of the service.

This person will be coordinating efforts together with existing sales team, report to VP of Sales. All presentations will be a joint effort of sales team and engineering.

The success of the effort will be measured in qualified leads and number of presentations scheduled.

Responsibilities:

- Understand services offered by our company, price structure, client base, marketing materials and sales tools and processes by our sales team.
- Develop new client business against monthly, quarterly and annual quotas.
- Develop sales and marketing strategies to sell all our services to customers
- Identify and discover customer needs and create appropriate solutions
- Help closing sales, continuously prospecting to generate new business, creating interest in our services to develop opportunities, meeting with clientele and prospects to create awareness about our organization
- Message the entire suite of our product and service offerings to prospects
- Attend and develop territory/ national conferences
- Help planning, preparing and presenting proposals and customer product presentations
- Research Sales opportunities, contact prospects, present our product line and develop long-term client relationships.
- Execute strategic sales campaigns and manage lead generating process.
- Maintain sustained communication with clients to verify satisfaction with products or services; or to resolve complaints

Requirements:

- Minimum of 3 years experience
- Documented sales track record in selling IT Solutions (ideally Custom Software Development or Outsourcing)
- Strong business orientation and cost sensitive
- Strong communication skills with ability to interface with customers, engineers and management
- Experience with both direct and indirect sales channels