

Job/Position Description

Position Title:	Sales Associate
Organization:	ABC COMPANY
Location:	ANYWHERE USA
Position Reports To:	Owner of ABC COMPANY
Position Type:	Full-time
Working Hours:	9:00AM to 6:00PM
Required Qualifications, Skills, Experience	Some sales experience a plus, but not mandatory. Must be comfortable working with and selling to company executives. <i>We will provide sales training for the proper candidate.</i> Spanish speaking helpful but not required.

Role of the Organization:

ABC Company is a New York based firm providing support service, IT network installation and support. We are a multi-million dollar firm with expected growth rate to increase by 300% in the coming year. We are a dynamic, innovative company providing state of the art application and support to our customers.

GENERAL DESCRIPTION:

- Work side-by-side with an experienced CEO and his team as you learn technology
- Hunt for new business by using conventional cold calling, marketing, and attending networking events
- Develop and build new client relationships throughout the sales process
- Understand client business needs and explain the technical solutions we offer
- Identify personal sales objectives and meet those objectives (upon review by management)
- Cultivate new and existing client accounts to develop new business opportunities

KEY RESPONSIBILITIES:

- Hunt for and develop new business using various techniques including cold calling, seeking referrals, networking and marketing
- Develop and build new client relationships throughout the sales process
- Understand client's needs, explain the technical solutions that the company offers
- An ability to consistently meet sales goals

WORK EXPERIENCE REQUIREMENTS:

- Be stimulating, friendly, personal
- Willingness to learn how to be a successful sales person
- Comfortable in using email and a web browser
- Ability to communicate in a fast paced environment
- Ability to answer and resolve challenges quickly
- Must be comfortable working with company executives who are busy and decisive
- Authorized to work in the U.S.
- Some sales experience desired, but not essential

EDUCATION

- Associate degree, bachelor's desired
- Two to three years work experience
- Sales experience a plus, not essential. ***We will teach you how to sell.***
- Speaking Spanish helpful, not required

Hours & Compensation

- This is a full-time 40 hour per week position
- Starting salary \$75,000 plus generous bonus and commission

How to APPLY:

ABC Company is an equal opportunity employer. For immediate consideration please send the most recent copy of your resume in Microsoft Word format or PDF to jobs.com. In the subject line reply "Sales Associate." Include an email cover letter detailing why you deem yourself a suitable candidate for the position. *No telephone calls, please.*