

ABOUT THE JOB:

<u>Location:</u>	Phoenix, AZ and surrounding areas
<u>Job Type:</u>	Full Time
<u>Travel Required:</u>	Occasional
<u>Work Environment:</u>	Combination (Office/Remote/Field)
<u>Compensation:</u>	Base Salary (\$30,000-80,000) plus Commissions (DOE to be further discussed during interview process)

The ideal candidate will possess strong goal setting habits, interpersonal and organizational skills. They should be comfortable with initiating contact and conversations with the ability to create sales opportunities amidst adverse environments in order to meet assigned quotas.

QUALIFICATIONS:

- ◆ US work authorization (Required)
- ◆ Valid Driver's License (Required)
- ◆ High School diploma or equivalent (Required)
- ◆ Associate's Degree (Preferred)
- ◆ Bachelor's Degree (Preferred)
- ◆ B2B Sales: 2 years (Preferred)
- ◆ B2B Cold Calling: 1 year (Preferred)

BENEFITS:

- ◆ Paid Time Off (Sick/Vacation/Personal)
- ◆ 401k
- ◆ Health Insurance Benefits (upon request)
- ◆ Car Allowance
- ◆ Cell Phone Allowance
- ◆ Company Provided Laptop
- ◆ Initial & Ongoing Training

RESPONSIBILITIES:

- ◆ Builds up detailed knowledge about the company's products and services through classroom style training and also in-field experience not only as a part of the initial training but also on occasion for periodic training.
- ◆ Handles online queries about company products and services.
- ◆ Provides education and customer service to business partners and end users on company products and services.
- ◆ Collaborates with marketing team efforts for brand awareness in order to enhance and identify development potential.
- ◆ Accountable for meeting prospecting/bidding/sales goals at set intervals.
- ◆ Creation and delivery of customer quotes in a timely manner.
- ◆ Meets customer needs, offers options, resolves problems and follows up with customers.
- ◆ Daily CRM entry and management.
- ◆ Conducts business on company provided or approved devices.
- ◆ Attends company approved networking events.
- ◆ Collaborates with the National Accounts Team to follow up on new leads or existing client opportunities.

DUTIES:

- ◆ Analyzes market conditions and strategically improves the company's market position for financial growth.
- ◆ Creates and implements a business development strategy to identify new business opportunities.
- ◆ Research the competition and generate potential leads.
- ◆ Identify new business opportunities and initiate communication with key decision makers.
- ◆ Promotes services and products to identified prospects/clients.
- ◆ Gathers information on potential clients and builds customer relationships.
- ◆ Completes initial facility inspection and gathers complete understanding of customers needs, wants and future opportunities for services.
- ◆ Calculates, organizes and presents details to the client to make the sales pitch.
- ◆ Negotiates and closes profitable business deals.
- ◆ Develops profitable and sustainable growth in sales.
- ◆ Maintain healthy relationships with clients.
- ◆ Conduct reviews on a regular basis to evaluate clients' needs and identify opportunities for expanded contract services for additional needs.