

American Technology Consulting

Job Description:

Requisition Number 13-102
Internal Company ATC
Division LAB/ATC/NAVI
Project Multiple
Job Title: Inside Sales (Entry to 1-5 yrs Mid Level)
Open: 4
Pay Scale: Base Salary plus Commission
Location: Fairfield County
Country: United States
City: Ridgefield
State: CT
Job Type: Inside Sales Representative

Job Description: Primary Responsibilities:

- Sell full suite of ATC services to small to medium size firms
- Lots of phone contact
- Warm & Cold calling of prospective customers
- Good communication
- Send out marketing material/collateral
- Able to learn and adapt to custom business process management (BPM)
- Operate the Salesforce CRM system and ensure authentic information is available with the company
- Log and manage a information and details of potential customers and contact them regularly
- Impressive personality and ability to convince the clients by planning attractive quotations for them
- Commission driven personality
- Should have ability to multitask and handle conflicts in the business
- Target oriented and believe in team work
- Should posses ability to work individually in certain situations

Pluses:

- Salesforce CRM Software Experience, Power Point, MS Office Suite
- Experience selling IT or Business Services
- Consultative Sales Experience

Contact

Human Resources: HR@atclp.com

Email copy of resume as a Word Document. Please no calls at this time.

American Technology Consulting(ATC) is a full service Agile based IT and Business Consulting Company that is dedicated to creating jobs in America. Offering Web Solutions, Networking Solutions, Agile Training, IT and Business Advisory Services to public and private companies on a global scale. We are a firm believer with Agile Development methodology and result driven deployment. For more information: www.atclp.com

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