

**Job Description**      **American Technology Consulting** Phone: 203-431-6555/888-571-0014

**Requisition Number** 13-104  
**Internal Company** ATC  
**Division** LAB/ATC/NAVI  
**Project** Multiple  
**Job Title:** Outside Sales (Entry to Mid Level)  
**Open:** 4  
**Pay Scale:** Base Salary plus Commission/Bonus  
**Location:** Fairfield County  
**Country:** United States  
**City:** Ridgefield (Relocate to Norwalk soon)  
**State:** CT  
**Job Type:** Outside Sales Representative

**Job Description:** Primary Responsibilities:

- Sell full suite of ATC services to small to medium sized firms
- Lots of face to face customer contact
- Business to Business Door to Door contact with prospective customers
- Good communication
- 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](mailto: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](http://www.atclp.com)

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