

Regional Sales/Account Manager (Charlotte, NC, Hickory, NC, Atlanta, GA or Huntsville, AL)

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Reply to: see below

A nationwide technology deployment company for voice, data and video communication networks is seeking a proven sales executive responsible for selling structured cabling, access control, CCTV, AV, VoIP Phone Systems and technology deployment solutions. You will be expected to shine in prospecting, self lead generation and marketing activities using telephone, on-line presentations, webinars, e-mail interaction and conference participation. Sell into existing base as well as prospecting via cold calling to open up new opportunities for product solutions. Become technically familiar with all of the product solutions, the competition and be excellent at promoting company products and solutions. You must be comfortable interacting with executive level personnel in large to mid-sized companies, C-level targets, and building strong relationships to further your lead generation.

Sales Goals:

1. Hit or beat monthly, quarterly and annual orders/revenue/GP goals
2. Establish a strong pipeline for company's products and services in order to increase revenue
3. Provide accurate pipelines, sales forecasts, and keep accounts updated for management review
4. Handle all the contracts and paperwork for sales

Requirements

The successful candidate will have the following character attributes:

- * Bachelors Degree or commensurate experience
- * Must be sound in basic sales principles such as lead generation, opportunity qualification, proposal development, contract negotiation and closure
- * Must have an understanding of sales strategies using consultative selling and relationship-building techniques
- * Must have strong presentation skills, an assertive, engaging personality, and a demonstrated record of generating results
- * Must be a self-starter, goal-oriented and be able to function remotely with little direction
- * Highly ethical and disciplined professionalism
- * Team player who can motivate and encourage the best from others
- * Must be able to demonstrate outstanding customer relationships
- * Must have the ability to understand technical products
- * Use a computer for administrative needs along with a CRM system
- * Must be comfortable with and have a proven record of achieving or exceeding sales goals
- * Entrepreneurial spirit and like small company culture
- * 3+ years of successful sales experience managing and developing a sales territory
- * A background in structured cabling sales and estimating, AV, Security or Telephony.

If you feel this exciting job opportunity and work environment are the right fit for you, please visit our web-site and apply online:

<http://www.asd-usa.com/about-asd/careers>

- Location: Charlotte, NC , Hickory, NC, Atlanta, GA or Huntsville, AL
- Compensation: Base Salary + Uncapped Commission Structure
- Benefits: Medical, Dental, Life Insurance, Vacation, Paid Holidays and Company matched 401K
- Principals only. Recruiters, please don't contact this job poster.
- Please, no phone calls about this job!
- Please do not contact job poster about other services, products or commercial interests.