

103-3290 Jefferson Blvd
Windsor, ON, N8T 2W8
TEL 519.945.2032
TOLL-FREE 800.461.0585

307-343 Dundas Street
London, ON, N6B 1V5
TEL 519.439.3051
TOLL-FREE 800.461.0585

12711 East Jefferson Ave
Detroit, MI, 48230
TOLL-FREE 800.461.0585

IT SALES REPRESENTATIVE

Position Overview

We are currently seeking a highly skilled IT Sales Representative with the drive and determination to help us expand our client base. This position reports to our Sales Manager. We are looking for an individual who is a closer and has a proven track record of generating sales, and is accustomed to earnings commensurate with their sales skills, experience and effort.

If you have the experience and the fire to succeed, we'd like to talk to you.

Our IT Sales Representatives are responsible for establishing a new corporate client base through effective prospecting, as well as growing and developing opportunities with existing clients through exceptional relationship building. Candidates must be energetic and focused with an unstoppable motivation to sell and strong desire to succeed. Maintaining accounts requires dedication, persistence, follow-up, effective utilization of provided resources and unbeatable customer service.

This position will include defining client needs through product knowledge and positioning, and involves working with technical team in the architecting of solutions. Responsibilities include identifying, forecasting and attaining sales objectives by providing technology based solutions to accounts in Windsor and London, Ontario.

Job duties include prospecting, qualifying and closing sales. Overall relationship management and the ability to coordinate required resources to respond to complex IT requirements is a necessity. Other requirements include ongoing training and manufacturer certifications, developing and maintaining relationships with client and vendor contacts, and preparing and presenting detailed quotes and proposals.

Skills Required:

- Minimum five years direct selling experience
- Strong interpersonal skills required to effectively communicate with clients and vendors
- IT Product and solution sales; including managed and technical services
- Prospecting and business development from existing customer base
- Pursuing new customer opportunities and sales leads
- Experience with Microsoft, IBM, HP, Cisco, VMware and Citrix offerings a plus
- Ability to handle multiple assignments, manage priorities, and meet strict deadlines
- A sense of urgency for task completion and customer satisfaction are a must
- Working actively within a detailed CRM system

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- Must share our Company's commitment to honesty, integrity and personal accountability

The Position Entails:

- Building client relationships over the phone and in person
- The ability to sell our IT Products and Services
- Sales Lead Follow-up
- Assessing Client Needs
- The ability to learn quickly and adapt to changing requirements

The Successful Candidate Must Be:

- Professional and articulate
- Interpersonally adept
- Technically proficient
- A relationship builder
- A problem solver

Qualified candidates please submit a current resume, along with salary requirements to:
resumes@ndinc.ca with subject line "IT Sales Representative".