

## IT Managed Services Salesperson

Concerto Networks is an Information Technology Company located in the Twin Cities area. The organization started in 2002 with a local office opening in November 2009. We currently have an IT Managed Services Sales position available. The right individual will have experience in Information Technology Sales and IT Managed Services.

Qualified candidate will be able to provide:

- Proven Business Sales Experience
- Sales Strategy
- Knowledge of Computer Systems
- Knowledge of Network Configurations
- In-Side Sales Experience (Telephone, Cold Calling, Etc)
- Business Networking Skills (Networking groups, functions, Etc)
- Customer Service Skills
- Strong Communication Skills
- Strong Writing / English Skills
- Project Management Skills
- Time Management Skills

Candidate will implement sales strategy and ensure the company meets revenue and profit objectives through targeted prospecting of Small and Mid-sized Accounts.

This team member must be able to call on those who influence decisions and decision-makers within accounts and schedule face-to-face contact with prospective buyers.

This IT Managed Services Sales Representative must be able to manage new accounts.

The right candidate must be able to develop new business primarily through in-person contacts, phone cold calling and follow-up through targeted presentations.

We are looking for an experienced sales person that can work efficiently and effectively in the IT industry while maintaining a good attitude. Must be able to interface with end users, C level executives, and decision makers at their level and in a friendly and helpful way.

We are looking for someone with a good background in IT, that understands the language, is comfortable on a Microsoft/Windows based computer and network, but still is extroverted, sales oriented, and has a proven track record in selling IT.

**MINIMUM REQUIREMENTS:**

- 2+ Years work experience in New Business Sales
- 2 year college degree
- Good Knowledge of the IT industry
- Strong Knowledge of project management
- Exhibits a strong knowledge in writing and communication skills
- Marketing Education and Experience preferred
- Strong Business Skills, understanding P&L's, Margins, Bottom Line Profit Centers

**COMMISSION:**

We sell Managed Technology Services to its customers on a flat rate monthly basis. 100% Commission for first 6 months, structure is as follows:

- 10%+ of the gross on any sales for a managed service contracts for the remaining 12 months.
- 10% of the gross on any professional services time and materials.
- Minimum of \$10,000 per quarter in monthly service agreement sales is required of any Sales Representative.
- After 3 months we will review performance.

No Agency's please.

To apply: please send cover letter and resume to [judson@concertonetworks.com](mailto:judson@concertonetworks.com)