

SALES OPPORTUNITY

We are a Royal Oak based technology consulting firm (a Microsoft Gold Partner) hiring several self-motivated, assertive, sales professionals. We present that “right opportunity” for those who plan to kick the door wide open and successfully contribute to a continuously growing technology firm despite these tough economic times.

TECHNOLOGY SOLUTIONS SELLING DUTIES AND RESPONSIBILITIES include the following:

- Prospecting, knocking on doors, scheduling appointments and networking
- Establish and maintain high-level relationships with business decision makers
- Secure new accounts while managing and growing sales revenue of existing key accounts
- Prepare proposals and contracts to present to decision makers

To qualify, you MUST:

- Prove you hold a Bachelor’s degree
- Have a minimum of 5 years of sales experience in IT Solutions selling
- Possess strong knowledge of current technology platforms (software, databases, etc.)
- Have a good understanding of billing, rate structures and pricing modules
- Be able to report the details of your sales activity
- Be able to maintain a good working relationship with executives
- Be a highly motivated self-starter who is **resourceful, creative** and can think on your feet
- Be competitive, trustworthy and reliable
- Exhibit stamina and have superior problem solving skills
- Possess outstanding listening and retention skills
- Possess excellent written and oral skills
- Be proficient in the Microsoft Office suite
- Be polished and professional in appearance and demeanor
- Be prepared every/any day to visit clients or potential clients
- Be willing to make a lot of phone calls every day
- Have the tools and resources to be successful (phone, computer, etc.)
- Meet or exceed corporate assigned quotas
- Have a passion for uncovering opportunities, developing accounts and closing deals
- Welcome a challenge and possess the tenacity, drive, and confidence to help increase market share and continue our current growth and success in the small business segment
- Take pride in and ownership of your work
- Have a strong work ethic and the ability to work extremely independently and with a team

THIS IS A COMMISSION ONLY POSITION

If you are ready to face this opportunity head on, send your resume with a cover letter explaining why you would be “the” right teammate to: careers@trilliumteam.com