



Making technology work for *your* business.

## **IT Sales Specialist**

SpotLink, a premier and well established, Information Technology Solutions firm, is looking for an experienced professional to fill the role of Sales Representative from our San Diego office.

This is an outside facing role requiring excellent interpersonal and communications skills, and the ability to convey our vision and capabilities to potential clients. The goal is to educate leads and prospects on the ways in which we can benefit their business and then ultimately generate enough interest to secure an onsite appointment.

The successful candidate will act as an ambassador to perspective clients, reaching out to those new prospects, communicating the services and results we can deliver, and schedule and attend first time appointments with our CEO. This person will be persistent, organized, driven and will consistently follow up as warranted. They will maintain our prospect database, organize new leads, and propose new and innovative approaches to reaching prospects. This person will work well in a self-managed, self-directed environment, but should be prepared to thoughtfully and succinctly share ideas, progress and results with the CEO and team.

SpotLink is an ethical, solutions-based organization, whose mission is to help our clients do better and live better; candidates must share those values.

This is an exceptional opportunity for someone who enjoys working in a dynamic, fast-paced environment, and enjoys talking to new people on a daily basis. This is a work from our office, full-time position.

### **Responsibilities:**

- Targeted cold calling
- Maintain CRM system
- Cultivate new leads
- Update prospect classification based on communications
- Schedule and attend first time appointments
- Work under the general direction of the CEO

## **Requirements:**

- Three years of experience in a sales role, preferably for a technology company
- Excellent communications skills
- Strong computer skills

## **Compensation:**

- This is a full-time position with a base plus commission and full benefits package.

## **Valued Skills:**

- Experience with a Managed Service Provider
- Experience with any sales management tools
- College degree in business or related field, or proven track record with previous sales experience

## **Travel:**

No Travel should be required in this position

## **Additional Requirements:**

- US Citizen
- San Diego County Residency
- Dependable transportation
- Availability during business hours
- Service oriented attitude
- Professional appearance