**Outside Sales Representative**

Our outside sales representative will be responsible for driving revenue growth and bringing in new business.  This role researches, hunts for prospects, sets appointments with business owners to educate them about solutions, and nurtures those relationships with the goal of converting them to a client.  The compensation model offers base pay, monthly commission, and quarterly bonuses.  Since your role requires after hour attendance at events, work hours are flexible.  You will receive our full benefits package along with training, coaching, equipment, marketing, and support staff.

* Job Type - Full-time remote or office if prefer
  + Must travel to assigned territories as needed to meet prospects and attend events (MD, VA, DC, PA)
* Experience - Business-to-Business Outside/Remote Sales:
  + Required 2 years proven track record of success in outside sales
  + Required experience selling technology products
* Additional Compensation - Commission and bonuses

Duties and responsibilities:

* Gain an understanding of client’s hardware and software solutions
* Assess prospects’ business requirements and review with technical team to identify products/services that best meet prospects ‘needs
* Overcome prospect objections, issues, or concerns as necessary
* Prospect and close new client’s month after month
* Follow industry trends to identify new opportunities for potential sales
* Increase sales and ability to upsell by identifying, contacting, developing, and maintaining relationships with prospective customers, following up on potential sales leads, and maintaining relationships with existing customers brought into the firm
* Work with marketing team to develop strategies to target specific industries
* Assist with developing content and communicating new products, updates, and features
* Negotiate and assist in preparing engagement letters/sales contracts
* Respond to all leads in a timely manner
* Provide after-sales service for client brought into the firm for duration of relationship
* Attend industry trade shows to identify potential sales leads
* Maintain an accurate sales pipeline in Microsoft Dynamics Sales (CRM system), generate and submit sales pipeline reports to management; record all activity in Microsoft Dynamics 365 for Sales (Dynamics CRM)
* Assist with managing software vendors
* Other administrative duties as needed or assigned