



Mid-West Sales Representative

We are looking for an experienced and dedicated account executive to join our team. This person will need to possess outstanding sales experience, honed customer service skills and a passion for technology and innovative business solutions. We value executives who are passionate about the process of sales development, lead management, channel partner management and account strategic planning.

We are looking for an individual with high energy, passion and a drive for success to support our extensive growth in the tablet market.

This position will be based out of our Hiawatha corporate office.

Job Description:

- Strong interpersonal skills – must be able to negotiate and problem solve
- Must have deep knowledge of the tablet marketplace. Experience in warehouse, manufacturing, distributing “retail supply chain”, transportation and logistics required. Experience fortune 1000
- Strong oral and written communication skills
- Demonstrate business acumen and a deep understanding of business sales processes
- Possess strong leadership and decision-making skills
- Prospect and develop new client relationships
- Develop innovative proposals and deliver strategic sales presentations
- Proven track record that shows ability to overachieve on quota, new account management and work in team environments
- Consistent travel to prospect and customer locations within territory – travel two weeks per month
- Development of applicable channel partners
- Provide input to Marketing regarding market needs and target marketing strategies
- Establish and attain annual, quarterly and monthly team sales objectives and abide by the company established strategic selling process
- Keep management informed by submitting activity and results reports, such as call/travel reports, weekly selling activity and travel plans, and monthly and annual territory analyses

- Make consistently good scheduling decisions about visiting customers throughout the territory
- Make efficient use of time and resources
- Excellent presentation skills (PowerPoint experience desired)

Position Specifications:

- Five plus years of proven, regional / national inside B to B new business sales experience
- Proven ability to achieve sales quotas
- Ability to provide annual sales performance to quota information for all years of experience
- Proven experience working in a team selling environment
- Ability to travel
- Proven selling experience in the computing industry
- Must have an outgoing personality, energetic and be team oriented

Compensation:

- Salary plus incentive compensation in line with experience / qualifications
- High incentives for sales success
- No sales commission cap plus accelerators after meeting quotas
- Paid vacation and holidays
- Company 401k program
- Company health plan
- Company paid life insurance and short/long term disability