

Managed Services Sales Executive

Brooks Network Services
Gibsonville NC 27249

Qualifications

- Sales: 3 years (Preferred)

Full Job Description

Brooks Network Services is looking for an energetic, organized, and experienced salesperson to join our team!

If you like working with people, building relationships, and attaining targets, then this is a great opportunity for you.

Brooks Network Services is a 27-year-old IT company providing attentive Managed Services to its clients in the North Carolina market area. Our team enjoys challenging and interesting assignments, great company culture, and competitive compensation packages. Companies that work with Brooks Network Services enjoy the peace of mind that comes with knowing their employees are productive because their network is at peak efficiency every day.

We are looking for a competitive Managed Services Sales Executive to continue our efforts in our commercial business portfolio. This person's responsibilities include discovering and pursuing new sales prospects and maintaining customer satisfaction. You will have excellent communication skills and feel comfortable reaching out to potential customers to demonstrate our services and products through email, phone and in-person meetings.

Responsibilities

- Adhere to the sales strategy defined by the Managed Services Manager
- Actively seek out new sales opportunities through prospect calling, networking, and social media
- Set up meetings with potential clients and listen to their needs.
- Meet or exceed monthly targets – calls, conversations, appointments, etc.
- Prepare and deliver appropriate presentations on products and services.
- Participate on behalf of the company in exhibitions or conferences, as needed.
- Work with Management to Negotiate and Close business.
- Work with management to handle complaints or issues.
- Collaborate with team members to achieve higher customer satisfaction results.

Skills

- Passionate about sales with proven experience as a Sales Executive or relevant role
- Self-Starter and Self-Motivated
- Strong understanding of Technology and Business process
- Proficiency in English

- Excellent knowledge of MS Office
- Aptitude for customer service excellence.

Job Type: Full-time

Schedule:

- Monday to Friday

Pay type:

- Salary + Commission
- Credit Card for expenses

Experience:

- Sales: 3 years (Preferred)

Work Location: North Carolina (Durham to Asheville)