

Sales Representative

EXEControl Global Solutions is seeking bright, conscientious individuals to join our highly-regarded full service IT firm. Candidates should have exceptional customer relationship skills combined with business knowledge and computer network literacy. Experience with specific software, hardware, and services is not required. Candidate must have a desire and ability to learn.

EXEControl Global Solutions has been providing computer based solutions for the past 50 years. We are a privately held corporation with offices in Clifton Park, New York (headquarters) and Charlotte, North Carolina. Our diverse services serve businesses in any industry across North America. More information about EXEControl Global Solutions can be found at www.execontrol.com.

The chosen candidate will enhance their IT knowledge by being exposed to every aspect of today's complex business networks including: managed services, business software applications, business advisory services, and Voice-Over-IP phone systems.

Position Responsibilities:

Complete sales funnel development from prospect identification to contract signing

- Campaign management
- Lead generation
- Contact management
- Prospect development
- Needs assessment
- Solution demonstrations
- Contract review and signing
- Marketing material development

Qualifications:

- Great communication – Clear verbal and written communication is required
- Multitask – Ability to handle interruptions inherent to sales generation
- Follow-through – Completes what is promised
- Critical thinking – Skilled at identifying root needs and best solutions
- Ability to learn – Must have the ability to learn and take ownership of the entire sales process

Preferred:

- Basic understanding of business operations
- Basic understanding of managed services
- Basic understanding of standard quality programs such as Six Sigma

This is a permanent full-time position. The hours are Monday-Friday 8AM-5PM. Salary is primarily derived through commissions.

This is a great opportunity to be part of an industry-leading team with a rewarding and challenging work environment. EXEControl Global Solutions provides a competitive compensation and benefits package including Medical, Dental, Paid Time Off, and an IRA with a company-sponsored match. Come join a dynamic team with a focus on helping clients and our community.



Your Software &
Technology Partner

Please submit resumes and cover letters to:

Email: personnel@execontrol.com (Please include "Salesperson Position" in subject line)

Fax: 518-688-8781

This contractor and subcontractor shall abide by the requirements of 41 CFR 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity or national origin. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status.

More details regarding your rights can be found at <https://execontrol.com/eo-is-the-law-notice>