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qualitydos.com



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Quality Digital is a high-performing business technology services company with a track record of creating rewarding careers. Whether you are early in your career ready for an exciting opportunity, or an experienced professional eager to elevate your skills, then you have come to the right spot.

Join our growing team. You won't regret it!

The **TECHNOLOGY SALES CONSULTANT** is responsible for developing and executing the sales strategy and assigned sales revenue goals for new and existing customer accounts and will represent custom portfolio solutions for customers within defined broad geography.

RESPONSIBILITIES AND EXPECTATIONS:

- Prospect new business with focused approaches for revenue generating activity
- Drive revenue by acquiring new accounts and maximizing existing accounts
- Maintain, grow, and lead revenue for assigned base of business through upselling
- Execute and maximize contract renewals through contract retention sales strategies
- Leverage sales enablement tools to maximize pipeline
- Strategically position Quality Digital solutions in assigned accounts and verticals
- Manage / develop referral and networking relationships
- Maximize relationships with Quality Digital providers and vendors
- Highly targeted on sales results and customer experience
- Consistently operates effectively with little or no guidance
- Drive new sales and consistently add new product line sales
- Execute new sales above revenue threshold

QUALIFICATIONS:

- 2+ years of experience in outside sales.
- Experience in the digital imaging, copier and/or Managed Print Service industries preferred
- Must be willing to make face-to-face prospecting calls
- Self-motivated with the desire to earn an above-average income
- Excellent oral and written communication skills
- Ability to mine existing database for sales and add-on value opportunities
- Ability to maintain existing account base as well as generate new accounts
- Ability to consistently meet or exceed monthly quota
- Valid driver's license and clean driving record

REQUIRED SKILLS:

- Willingness to travel with overnight stays as required.
- Demonstrate excellent verbal and written communication skills with internal and external clients.
- Self-starter, ability to plan and implement territory sales strategy with limited supervision.
- Ability to thrive in a competitive, goal-driven environment.
- Highly organized, ability to maintain accurate and detailed records of sales activity.
- Ability to prioritize responsibilities and to operate with changing priorities.
- Demonstrate ability to deal effectively and professionally with all types of people and situations.
- Proficient with business collaboration tools including MS Office applications and company specific programs.

BENEFITS:

We're not just competitive when it comes to business tech – we're also pretty proud of what we offer our employees. Our benefits include medical, dental, and vision insurance. We also have paid holidays and vacation, 401k with generous company match. And let's not forget about training. Our mentoring and training program will help elevate you to the next level.

Want to join a winning team? Please send a cover letter, resume and references to Rich Gohn (rgohn@qualitydos.com).

Quality Digital Office Solutions is an Equal Opportunity Employer and is committed to workplace diversity.