



Sales Representative

The candidate for this position will excel at creating and closing new opportunities. By using a consultative approach to selling, this person will use their expertise to identify and qualify leads, leading to sales opportunities with both new and existing customers.

Responsibilities

- Meet and exceed sales targets
- Successfully create business from new and existing customer accounts
- Manage complex negotiations with senior-level executives
- Build rapport and establish long term relationships with customers
- Strive to consistently gain technical, competitive and sales skills knowledge to stay agile and relevant in today's business climate.

Qualifications

- 2-5 years' quota carrying sales experience
- Experience and working knowledge of CRM systems
- Demonstrable track record of over-achieving quota
- Strong written and verbal communication skills

SOME OF THE PERKS!

- A great work environment - it's never boring here!
- Paid training - we get you started, and your development doesn't end there!
- Collaboration - ideas and input are always welcome
- Competitive base salary, uncapped commissions for unlimited earning potential - we know you are valuable!
- Casual dress - no suit, no tie, no problem!
- Health, vision, dental, 401k - we have you covered
- Significant opportunity for advancement within the company!

So, what are you waiting for? If you're reading this and it sounds like we're writing about you, apply online at <https://www.stetron.com/stetron-careers/>