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](https://www.stetron.com/stetron-careers).