

Title

Technology Consultant

Job Location

-Los Angeles, California

Job Functions

-Consulting,
-Marketing/Sales

Job Description

- Assesses competitors by analyzing and summarizing competitor information and trends; identifying sales opportunities.
- Utilize company CRM tool to farm existing and new opportunities
- Develops sales opportunities by researching and identifying potential accounts; soliciting new accounts; building rapport; providing technical information and explanations; preparing quotations.
- Closes new accounts by answering telephone, fax, and e-mail inquiries; verifying and entering information.
- Manage sales cycle from quote to cash; communicating expected delivery date to customer; following through on technology implementation and support.
- Develops accounts by checking customer's buying history; suggesting related and new items; explaining technical features.
- Maintains communication equipment by troubleshooting, reporting, and tracking problems.
- Maintains and improves quality results by following standards; recommending improved policies and procedures.
- Updates job knowledge by studying new product descriptions; participating in educational opportunities.
- Accomplishes department and organization goals by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

Desired Skills & Experience

-Product Knowledge, Strategic Prospecting Skills, Rapport Building, Skilled at Setting Buyer-Seller Agreements, Qualification Questioning, Superb Time Management, Objection Prevention, Closing Techniques, Post-Sale Relationship Management

Position Type

-Full Time

Degree Level

-Bachelor's

Compensation

-\$35,000 plus commission structure and bonuses.

Additional Document
-Cover Letter

If interested, contact Vaughn Minissian at vaughn@norchemcorp.com