Outside Sales Associate

**Overview**

Com-Tech provides outside plant, inside plant, and managed technology services for organizations throughout the United States. With over 25 years of experience, we are able to merge cutting edge technologies with situational experience to implement scalable solutions unique to any organization.

**Responsibilities and Duties:**

* Prospect and attend pre-bid meetings to gather requirements for government and municipal RFP’s
* Responsible for developing new customers using cold calling, referrals, vendor partners and direct mailing
* Able to effectively sell enterprise solutions to end users, consultants, and contractors
* Drive sales and hit quota every month, for the entire security portfolio
* Maintain relationships with clients to ensure service satisfaction
* Understand technical and business objections of prospective customers
* Participate in various sales activities to support corporate efforts including, but not limited to, trade shows, referral groups, etc.
* Always be learning—about the products, customer needs and partner solutions, so that you can better drive value of our solutions

**Qualifications:**

* 2+ years of relevant sales experience
* Bachelor’s degree preferred or relevant experience
* Excellent written/verbal communication skills
* High energy, positive attitude, sense of humor
* Understanding of security solutions for businesses is a plus
* Sales CRM software and Microsoft Office experience