

IT Sales Executive - earn 75k+

Turnkey Internet is a leading Internet service provider offering cloud hosted services – focusing on web hosting, colocation, cloud, and software as a service (SaaS) products. TurnKey Internet is a fast growing company, with 10+ years in the Capital Region – offering outsourced IT on Demand to clients across the street, and the globe. We are seeing hard working qualified candidates to join our growing team as we expand further in the Capital Region.

Applicant will be a highly motivated hard working sales professional with a strong sales back ground and familiarity with Information Technology (IT) or Web Hosting. The application will be part of the outside sales team working within a well-structured sales force which already has a fully automated CRM in place, driven with 100's of new leads per day that are worked by our inside sales team and pre-qualified and handed to the outside sales team to generate qualified opportunities. The application must have the ability to monitor and direct resources, resolving, and documenting issues and ability to create, and maintain proper procedures to ensure the highest possible customer and employee satisfaction. The candidate must possess strong documentation skills, such as professional written proposals and be willing to travel within a 50 mile radius of Albany, NY for client meetings.

The applicant should display a positive and proactive attitude, strong organizational skills, the ability to prioritize and multitask and be a strong communicator, both on paper, in emails, and over the phone, as he or she will frequently deal with higher levels of management and a worldwide customer base. Candidate may also be required to perform other administrative tasks by management that may be outside this job description. This position is perfect for an individual with willingness to learn and grow with the company.

Position Qualifications

- Previous Sales Experience (1+ years)
- Experience selling IT solutions, Web Hosting or Managed Services a plus
- Ability to use Microsoft Office
- Ability to communicate clearly and professionally
- Strong ability to deal professionally both via phone and email
- Strong organizational skills and attention to detail Position Duties
- Locate and Generate new Leads through aggressive prospecting
- Networking – chamber, rotary, and other memberships provided
- Work qualified leads via phone, to generate client meetings
- Obtain and go to client meetings
- Generate professional proposals
- Update and document all sales activity in company CRM system
- Interface with other members of billing, engineering, and sales teams
- Manage work queues, allocate resources as needed
- Prepare and maintain various reports
- Other duties as required and assigned by management

Position Hours

- Monday – Friday 9am – 5pm Salary based on prior experience, and includes large up front commissions and recurring commissions on all services sold.

TurnKey Internet, Inc is an Equal Opportunity Employer.

Send your resume and salary requirements to jobs@turnkeyinternet.net.

Please include the job title in the email subject line. We look forward to hearing from you.