

Advantec Computer LLC

Sales Associate

Job Description

Title Sales Associate

Department(s) Sales

Reports to Sales Manager

Job summary

Sales associate is responsible for servicing customers for the company. This role also requires establishing new customers. Employees in this role are expected to spend 3-5 hours per day on the phone, including 25-50 outbound calls per day to prospects. This role requires extensive use of a computer to track and execute daily activities. Sales associates are expected to develop a general understanding of the components and complete solutions that Advantec sells, including custom configured desktop, server, notebook, and tablet PCs. This role also requires providing sales support to sales representatives, account managers, and senior account managers as directed by the Sales Manager. Employees in this capacity are expected to operate with a minimum amount of daily supervision, and are expected to be energetic, motivated, and seekers of personal success.

Summary of essential job functions

- Phone-based sales solicitation of new customers
- Effectively communicate value proposition
- Provide product information to customers
- Achieve sales and profit objectives, including annual minimum of \$1,000,000 revenue and \$100,000 gross profit

Education/Experience Valued

BA/BS or 2-year college degree

Disclaimer

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.