

# Commonwealth Technology

<https://commonwealthtechnology.com/job/3210/>

## Outside Sales Representative

### Description

Commonwealth Technology Inc. has an opportunity for an Account Executive. We seek polished professionals with business to business (B2B) experience in outside Sales.

These outside business-to-business sales opportunities include responsibility to:

Meet or exceed monthly sales objectives.

Provide customers with the highest standard of customer service through follow up contact and consultation after the sale to protect and grow market share in assigned territory.

Maintain cooperative working relationships with all necessary departments to ensure sales are generated and are processed efficiently to achieve customer satisfaction.

Contact cold and warm prospective customers through a combination of telephone and in person contacts to obtain appointments for sales meetings, prepare presentations and proposals.

Close sales, gather all detailed information, and develop a sales plan for the account.

Commonwealth Technology Inc. is an award-winning provider of advanced imaging and networking technologies from the desktop, walk up, data centers and production centers for all businesses small to large. Over the last 27 years we have grown to be one of the most respected companies in our industry. We proudly provide products from leading manufacturers such as Canon, Konica Minolta and Kyocera.

Our goal is to bring solutions to our customers both hardware and software, but most importantly a consultative approach to help each of our customers with their document strategy from creation to production and archival. We employ the most experienced and talented sales individuals in our industry and as we grow we are looking for individuals who are career minded and who are interested in exploring opportunities for a rewarding career.

### Qualifications

Minimum of 2 years (B2B) related industry experience (copiers/printers preferred and High Volume and Production Print strongly preferred) but other high tech industry experience will be considered).

History of success (prior sales experience, grades, part time employment, internships, awards, etc).

Effective customer relations.

A driven, decisive, organized and results oriented approach.

A strong knowledge of document imaging products and general office computing.

Presentation, organization and interpersonal skills that set you apart

PC hardware and software expertise is required

Experienced salespeople will be requested to provide details about their successes.

Commonwealth Technology offers an attractive compensation package, which includes:

Excellent salary, commissions, bonuses and expense allowance.

Outstanding benefits package (incl. medical, dental, life insurance)

401(k) plan

### Hiring organization

Commonwealth Technology

### Date posted

July 30, 2019

Excellent holiday/vacation plans.

Ongoing training opportunities.

State-of-the-art office products

Visible, exciting work supporting the sales of cutting edge technology and workflow solutions.

Required Experience:

Outside Sales: 2 years