

Sales Representative

Overview:

As a Sales Representative on the WiTS team, you will be responsible for driving revenue through prospecting leads or opportunities through the Key Account partnerships, identifying opportunities from the WiTS CRM, website and other sales leads. This role also includes collaborating and partnering with Key Account SE's to take deals from introductions to close to revenue collection. Your success will be dependent not only on your ability to sell, but also on the ***relationships*** you develop with WiTS customers. This is a high-energy position requiring an individual to be extremely motivated and results-driven. It will require someone who is equally comfortable working in a strategic and tactical capacity. This position is for a self-motivated, disciplined, self-starter that can be successful working from home in a professional environment.

Responsibilities:

- **Work in a highly collaborative environment with WiTS Key Accounts and all referral opportunities:**
Prospects with Key Account contacts/leads from CRM - Schedule conference calls, make initial contact/presentation, assess current or prospective customer's WiFi networks, identify any current WiFi needs, develop quotes and proposals. This includes training and professional services.
- This role will require managing the Key Accounts.
- Facilitate the timely and complete resolution of customer inquiries.
- Responsible for creating the scope of work for all sales opportunities.
- Documentation/completion of sales section within the customer questionnaire on every closed opportunity.
- Work with customers to secure actual project scope logistics of closed deals-communication of logistics to WiTS team- Project Manager, Engineer.
- Contact and connect with previous and existing customers to continue the growth and development of relationships, continue to build strong business relationships with new and existing customers.
- Document 100% of the prospect and customer interactions in WiTS CRM.
- Forecast monthly, quarterly and annual objective volume and profit.
- Achieve 100% of monthly, quarterly and annual quota.
- Document quoting, forecasting, and closed/lost deals within CRM. This would include monthly, quarterly and annual forecasting.
- Driven to achieve results, which leads to sales and recognition within WiTS.
- Learn the basics of WiFi technology, WiFi products, solutions, and services.

Qualifications:

- Ability to demonstrate very sharp communication and listening skills, ability to establish rapport over the phone, ability to build credibility quickly, and clearly articulate a value proposition
- Professional in-person customer interfacing
- Proficient computer skills in both Microsoft and Apple hardware and software
- Exceptional documentation skills
- Advanced selling skills experience
- Proven leadership ability
- Strong attention to detail
- Highly motivated to take initiative and call prospective customers
- Positive attitude and team spirit, cross functional relationship ability with internal and external customers
- Commitment to integrity and excellence
- Strong work ethic
- Organized, flexible, goal oriented, and results-driven
- Strong time management skills and ability to multi-task; ability to take initiative and follow through
- Effective customer relation skills and negotiating abilities