

## Technical Sales Rep – B2B Sales

### Summary:

ResTech Solutions is a growing IT Services firm looking to attract new business. The goal of the Technical Sales Rep role is to help identify and cultivate new prospects, work with the prospects to convert them to clients, and to stay in touch with all prospects and clients.

### Location:

Houston, TX – Office & remote work

### Responsibilities and Duties:

- Identify prospective clients using business directories, online searches, leads from clients, or information from conferences or trade shows; reach out to the prospect to determine who the best contact would be
- Enter prospect information into CRM
- Contact prospects via phone, email, mail, etc. – start the sales process, may be direct outreach or via a campaign
- Answer questions about services, pricing, billing process; pull in other resources as needed for questions – training will be provided so the sales rep will be knowledgeable about our services
- Coordinate with CEO or Account Manager/Technical Rep for needed prospect assessments
- Contact prospective or existing clients to discuss how services can meet their needs
- Develop sales presentation or proposal to explain service specifications
- Distribute promotional materials at meetings, conferences, or tradeshow (virtual & in-person)
- Study product information to acquire professional knowledge
- Emphasize or recommend service features based on knowledge of customers' needs and vendor capabilities and limitations

### Qualifications and Skills:

- Minimum high school education or equivalent
- Minimum 1 Year prior sales experience with closing deals, preferably in tech
- Has a solid grasp of tech
  - Understands basic computer terms and operation
  - Comfortable talking about tech
- Personable and Outgoing
- Good with people
- Phone and Zoom skills
- Coachable, honest, reliable, trustworthy
- Self-starter, strong work ethic, ambitious