



Company: Velocity Tech Solutions  
Roseville, MN  
651-633-0095

Contact: Annette Bellows, COO

Position: Sales Consultant - Experienced

Industry: Computer Networking Hardware, Software & Parts

Closing Date: July 12, 2019

Velocity Tech Solutions is a well-established company dedicated to helping each and every customer reach GINORMOUS success! Give us the chance and we will prove it to you! We solve IT infrastructure problems with parts, hardware, software and customized solutions for companies in a ton of industries including Technology, Manufacturing, Healthcare, Education, Energy, Engineering, Insurance, and many more. We create the right and best solution for every customer taking into consideration all companies and brands.

We are looking to add to our salesforce a hunter\_ someone who gets excited about identifying, contacting and engaging new prospective businesses with a primary goal of generating qualified leads.

#### What you'll do as a Sales Development Consultant?

- Research and identify contacts and companies for prospective new business using a variety of sources including business journals, membership directories, and social media.
- Actively pursue identified prospects via cold calling and digital networking.
- Convert identified prospects into marketing qualified leads utilizing communication and persuasion skills to win over prospects.
- Stimulate strong interest with prospects in Velocity Tech Solutions computer parts, hardware, software, and solutions.
- Maintain an accurate pipeline of all leads and contacts in Salesforce.
- Establish and maintain strong working relationships with other salespeople.
- Ensure smooth transitions of marketing qualified leads to salespeople ensuring prospect trust and satisfaction is maintained.
- Meet and exceed individual monthly quotas for leads generation.
- Remain knowledgeable and up-to-date on changes and developments in the industry.
- Keeps management informed of all activity, including timely preparation of reports.

### What Skills Are We Looking For?

- Prior sales prospecting experience, preferably in computer hardware or parts
- Energetic, self-starter
- Excellent verbal and written communication skills
- Solid listening and interpersonal skills
- Relationship building and customer service skills
- Prospective customer research skills
- Cold calling skills

Who are we a good fit for? We didn't become a successful company by waiting for the phone to ring. We are constantly striving for additional growth. We love working with salespeople who enjoy finding people with problems and providing a WOW customer experience. Furthermore, someone who is self-motivated with a drive to succeed.

### Requirements

- 1-2 years Inside Sales/Business Development/Sales Development experience in prospecting, preferably with computer parts, hardware, software or solutions.
- High level of energy, drive, enthusiasm, initiative, commitment and professionalism.
- Consistent track record in meeting and exceeding qualified lead generation quotas.
- Technical aptitude along with computer hardware, software, storage and network knowledge.
- Self-driven and self-motivated professional who takes the initiative.
- Familiarity with different sales techniques and pipeline management.
- Working knowledge of Salesforce.com.
- Passion for learning about products and services quickly and the ability to convey your excitement.
- Discipline to maintain high call volumes.
- Ability to thrive in a team environment.
- BA or BS; technical degree preferred.