

Inside New Accounts Sales Representative

Position Purpose:

SALES POSITION responsible for generating new accounts for Advanced Data Spectrum (ADS): a dynamic and growing technology software and solutions provider (Data & Document Management Solutions / SaaS). This is an excellent career growth opportunity to help a new business unit within a mature company.

Duties:

Support Senior Sales Reps by signing-up qualified new accounts utilizing a variety of sales techniques and tools (including qualified outbound sales calls, emails, ADS website, social networks, blogs, and following up with marketing newsletters / materials). Work as a member of an experienced and qualified sales team developing qualified sales leads.

ADS will provide sales tools, marketing materials, qualified leads, and administrative support. Ideal candidate will have:

- Initiative and intuitive people skills.
- Successful track record developing new business accounts and achieving sales goals.
- Skill at acquiring appointments, channels, and sales by telephone.
- Professional attitude and demeanor.
- High energy self-starter and manager.
- Sales and business experience with decision makers in the SMB (small and mid-sized business) market.

This position is a good fit for a new college graduate with 1–2 years of experience and trying to find or start a career in the lucrative field of software sales.

Benefits:

Medical, Dental and Employer Matching Retirement plan.

Salary Overview:

Salary:	\$38-45K base, commission, plus bonus total up to \$60K
Career Level:	Experienced (Non-Manager)
Position Status:	Permanent
Location:	Position is located in our Allen office