



advancedmicrocomputingconcepts

Outside Sales – Managed IT and Cloud Services / VoIP / B2B

About Us

Since 2002, **AMC - Advanced Microcomputing Concepts** has used technology to increase the bottom line profitability of our clients. We strive to understand our clients' business processes and find new ways to help them leverage technology and immediately turn IT Services into a strategic component of their business plan. We have grown with the needs of our clients to become an extension of their business, and true *Partner*.

Because our IT service model is based on a flat monthly fee - allowing you the ability to budget your IT costs annually - we assume both the financial and technical risks in our relationship, fueling our commitment to continuously identify and deliver solutions that improve your efficiencies and reduce downtime and serving as both IT strategy consultant and IT services provider - as a true *Partner* should.

How does your business use information technology to positively impact its profitability? That's a question we answer for our clients everyday - and while we constantly innovate for them - they are able to focus their time and energy on their core competency - their business.

We offer a wide range if IT Services and consulting to help improve your efficiency & technical reliability including:

- Managed IT Services Including Flat Fee IT
- Business Continuity Including Disaster Recovery
- Netwatch™
- Cloud Computing
- Network Security Services
- Unlimited Helpdesk
- VoIP Phone Systems
- Website Design & Development

The Position

We're looking for a dynamic and professional sales professional with relationship based sales experience. The successful candidate will possess the drive to succeed and can use their professionalism to sell to CEO's and business owners in this position. Selling our managed network services is a business sale, not a technology sale.

Ideally, the candidates we select will be energetic, flexible, driven individuals who are well-networked in their markets, have strong communication and listening skills and a successful track record in business sales. If you're looking for a great sales position and career with unlimited potential and want to work for an outstanding integrity-based company, then we may be your future.

Send resume to: hr@amcsolutions.net

Successful Team Members possess the following qualities

- Results oriented
- Committed/ Motivated Passionate
- Hard working
- Career oriented Ambitious
- Committed to personal & professional development
- Enthusiastic

Required Skills

- Minimum two years experience in business-to-business outside sales
- Demonstrated success in applying consultative selling techniques
- Demonstrated level of success in the development of client relationships
- Excellent time management and presentations skills
- Excellent verbal and written communications and presentation skills
- Proven and verifiable track record in exceeding sales quotas
- Self starter with high energy and drive
- Proficient use of PC hardware and software, specifically:
 - Microsoft Office Suite
 - Salesforce.com or other CRM tools
- Basic Understanding of the following value propositions:
 - Data Protection Services
 - Remote server, storage monitoring and management
 - Managed Security
 - DR and Business Continuity
 - Cloud Computing
 - VoIP

Benefits and Compensation

- BASE + COMMISSION + BONUSSES
- Medical, Dental and Vision Insurance
- Paid time off Benefits
- Fun and energetic company culture
- Continuing Education
- Company Cell Phone and Laptop
- Many satisfied and happy clients

Desired Skills

- Autotask
- Cisco / Microsoft Sales Certification
- VMWare Sales Certification
- Telecomm Assessments and Sales