

# Network Managed Services Sales Representative

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**Company:** [Clare Computer Solutions](#)

Position: Network Services Sales Representative

Job Location: San Ramon, CA

Position Type: Full Time

## **About the Company:**

Clare Computer Solutions, a fast growing Network Services company in the San Francisco Bay Area for over 21 years is seeking to expand its staff of Sales Representatives for Network Managed Services sales and other IT services and products. We are also an authorized reseller for Microsoft, Cisco, Citrix, VMware and Novell.

We're looking for a dynamic and professional Sales Representatives with proven sales results and experience, and ideally, existing contacts to whom he or she can sell quickly, for a fast start. The successful candidate will possess the drive to succeed and can use their professionalism to get appointments with CEO's and business owners of businesses with 40-200 employees. Selling our network services is a business sale, not a technology sale, and that starts with a valid appointment with decision makers.

If you're a real "hunter" who's 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 us your resume. (Please submit all resumes by E-Mail ONLY, to [hr@clarecomputer.com](mailto:hr@clarecomputer.com), as Word attachments.)

Please refer to our website at [www.clarecomputer.com](http://www.clarecomputer.com) to research our services and hardware offerings to see if you qualify. If you are a "Type-A" person that is competitive and can get meetings with business decision makers, you should respond to this ad ASAP.

## **Job Responsibilities:**

- Prospect for new leads and generate appointments, using telesales and networking techniques.
- Follow up on Direct Mail promotions
- Update prospect and client information in CRM database
- Track phone calls, meetings and number of new customer contacts

- Achieve Sales Appointment goals and help generate new business

**Minimum Qualifications:**

- Work from your home after training is completed
- 2 – 3 years OUTSIDE **IT** sales experience
- Excellent verbal and written communications skills
- Self-motivated and well organized
- Excellent time management and presentations skills
- Must be computer literate and experienced with MS Office products
- College degree preferred
- Knowledge of computer hardware and networks a plus
- Vendor certifications (Microsoft, Cisco, Citrix, etc.) a plus

**Benefits and Compensation:**

- Medical and dental coverage
- 401K plan, vacation, holiday pay, and PTO

Compensation is base salary + commissions for valid appointments AND closed business that results from the appointments. Base salary will be commensurate with experience & performance.

Part time may be acceptable, for the right candidate.

Equal opportunity employer