

Job Type Sales
Job Location Kansas-Wichita
Job Title Tech Sales Representative

Job Description

TkFast is seeking a Tech Sales Representative to contribute and share in our company's rapid growth. A TSR is responsible for providing sales support and generating new sales through sales development skills, superior communication skills with a background in technology. Flexible hours, very casual working environment, and a lot of cutting-edge technology to play with. This is an excellent entry-level opportunity for someone looking to enter the field of software/technical sales!

Essential Duties and Responsibilities

- Cold call into prospects generated by outside sources.
- Penetrate "targeted" accounts within a vertical market structure.
- Identify key players, research and obtain business requirements, and present TkFast solutions to begin sales cycle.
- Work closely with the Director of Sales & Marketing to determine a strategic approach.
- Produce and deliver fully qualified opportunities.
- Ensure strong communication and follow-up by passing leads with all designated calls-to-action, follow-up dates, complete profile information, lead source, etc.
- Assist Sales in closing new business opportunities and drive marketing agendas.

Required knowledge, skills, education and experience:

- 0 - 1 year inside sales or lead qualification experience.
- General understanding of: Outlook, Word, Excel, PowerPoint, IE v7, and technology in general.
- Strong phone presence and enthusiasm combined with a consultative sales approach; outstanding follow-up and attention to detail.
- Capacity to make high volume of calls.
- Strong communication and listening skills.
- Ability to prepare and present high quality business correspondence and presentations.
- Desire to leverage entry-level position as a training ground to gain industry and product knowledge for future internal growth.

Positions Available

- 1 – Voice & Data Representative
 - Will be responsible for selling PBX/VoIP Phone systems and AT&T & Nuvox POTS, PRI, T-1 lines, etc.
 - Optional: Bid and sell structured wiring plans to commercial buildings/offices.
 - Free training and certification from Polycom, Linksys, AT&T and Nuvox.
- 1 – Internet Services Representative
 - Will be responsible for selling dedicated hosting, application hosting, shared website hosting, e-commerce solutions, and merchant services.
 - Optional: Bid and sell websites to businesses.

Salary Information Base plus commission. \$30k-\$90k+

Contact Information

Please send resumes to jobs@tkfast.com or fax (316) 260-4242.