



## IT Consulting & Managed Services Sales Representative

### General Summary:

The successful candidate will be responsible for ensuring a smooth flow of information and follow up with prospective customers. Candidate will be responsible for closing and actively hunting new business opportunities primarily through networking, referrals and cold calling. As our Sales Representative, you will increase sales by forging strong relationships with key customers, proactively developing new business contacts, and understanding customer requirements. As an essential member of the team, you will develop strategies to deliver sales revenue and positively impact the company's profit margins. Reporting to the Director of Operations, you will actively promote and represent Luna.Tech's services, reputation and professional image at the highest standard.

### Responsibilities:

- Must demonstrate ability to seek, generate, and acquire new sales opportunities. Increasing sales by closing new sales opportunities.
- Perform consistent weekly prospecting activities (cold calling, setting appointments, and networking.) Utilizing professional networks, relationships within customers, and IT forums to create new opportunities and prospects.
- Build insightful and influential customer influencers, champions and coaches to help identify and qualify opportunities in complex environments.
- Fully understand the customer's decision process.
- Must keep adequate records in our customer management system.
- Develop strategies and plans to deliver sales revenue and profit margin requirements.
- Monitor and analyze market and customer activity to provide information for long-term planning and business expansion.
- Determine new market sectors and identify new business opportunities that will deliver sales growth and sustainability.
- Perform discovery, analysis of business needs and definition of client requirements.
- Articulate and demonstrate solutions, influence customer's technical requirements, and position products relative to completion.

### Qualifications:

- Must possess high energy, drive, a dynamic personality with a sense of urgency, and a strong commitment to working within a team-oriented environment.
- Excellent communication skills and executive presence.
- Possesses superior follow up skills with the ability to respond under pressure
- Ability to manage time and plan your day effectively.
- Leadership attributes, personal accountability and initiative.
- Tech savvy with experience with CRM and MS Outlook.

Initials \_\_\_\_\_

