



IT Solutions Sales Entry Level/Intern

Inside Sales intern that will be trained and later execute a proven sales techniques within the Information Technology Solutions field. As an Inside Sales Intern, you will work in a fast-paced and high volume environment fielding outbound call activities. Following a week of sales and product training selected candidates will be hired and receive a base pay plus uncapped commissions. This position leads to "Territory Account Manger" position providing IT solutions to mid to large enterprises within a defined territory.

Skills/Experience Needed:

- Ability to identify customer "Pain Points"
- Excellent communication skills
- Basic computer skills
- Positive attitude and a passionate-energetic personality with eagerness to learn and grow
- Desire to work in a dynamic, fast-paced environment
- Prior sales experience is a plus
- Sales experience in a call center a plus
- Training will be conducted at no charge to the trainee.
- Successful completion of the training program carries no obligation to accept any offer of employment

Duties/ Tasks

- DIAL FOR DOLLARS!
- Deliver prepared sales talks, reading from scripts (utilizing your unique personality) that describe products or services, in order to identify potential customers to purchase a product or service
- Call List will be provided to you
- Identify and qualify opportunities; explain products or services to prospect.
- Schedule appointments for field sales representatives to meet with prospective customers or for customers to attend sales presentations, or calls to get into further detail.
- Research and obtain customer information such as name, number, email etc.
- Maintain records and correspondence related to sales process within the company's CRM

If wish to be considered for this position please send cover letter and resume to Gil at Ghakami@skyitgroup.com