

### Job Title: IT Sales Specialist

### Location: Vero Beach, FL

### Position Type: Full-Time, Salary Plus Commission

### Although parts of this role will include the ability to work remotely, it is NOT a remote position.

**\*\*About Us:\*\***

Located in the vibrant community of Vero Beach, Florida, our company stands at the forefront of technology and innovation. As a premier Managed Service Provider (MSP) and a hub for custom software development, we specialize in delivering top-shelf comprehensive IT services and products. Our suite of services caters to a diverse range of business needs, from enterprise-level email solutions enhanced with AI-driven threat detection to comprehensive, fully mitigated cybersecurity measures. Beyond these specialized offerings, we provide a full spectrum of IT services, covering every need in-between including AI and software development. This role offers the unique opportunity to represent a company that delivers end-to-end technology solutions designed for businesses of all sizes. Our commitment to excellence is unwavering, as we provide our clients with the highest quality products and services, fostering an environment of trust, reliability, and longevity.

**\*\*The Opportunity:\*\***

We're on the hunt for a dynamic IT Sales Specialist who's not just looking for a job, but a career in a fast-paced, rewarding environment. This role is ideal for a seasoned sales professional who knows the thrill of the chase and the satisfaction of closing deals. Experience in IT services sales is a plus but not a prerequisite. We're more interested in your ability to sell, your drive to succeed, and your knack for turning prospects into loyal customers. With our competitive salary plus commission structure, your potential for earnings is as limitless as your ambition.

**\*\*Key Responsibilities:\*\***

- Strategically generate leads, pursue direct sales opportunities, and navigate the sales process from initiation to the victorious close of deals.
- Engage with businesses, government entities, and organizations to introduce and sell our IT services and custom AI solutions.
- Master the art of negotiation, leveraging your skills to secure and expand business opportunities.
- Utilize CRM tools to meticulously track sales activities, ensuring no lead is left

behind and every opportunity is maximized.

- Collaborate with our technical team to ensure our solutions exceed customer expectations, fostering repeat business and long-term loyalty.
- Respond with agility and professionalism to inquiries, demonstrating your commitment to excellence and your passion for winning deals.

**\*\*Qualifications:\*\***

- A proven track record in sales, with a history of exceeding targets and closing deals.
- Exceptional communication, negotiation, and interpersonal skills, capable of building and maintaining profitable relationships.
- A self-starter with the ability to work independently, prioritize effectively, and manage time efficiently.
- A team player with a positive attitude, strong work ethic, and a commitment to continuous learning and improvement.
- Familiarity with CRM and sales management tools, with a willingness to embrace new technologies.
- A passion for technology and an eagerness to become fluent in our suite of products and services, including our custom AI solutions.

**\*\*What We Offer:\*\***

- A competitive base salary with a lucrative commission structure, offering unlimited earning potential.
- In-depth training on our products, services, and sales strategies, setting you up for success.
- A vibrant and supportive work culture that values innovation, teamwork, and the personal growth of our employees.
- The opportunity to work with state-of-the-art technology and to provide solutions that make a real difference for our clients.

**\*\*How to Apply:\*\***

If you're a CLOSER accustomed to winning deals and are eager to take your sales career to new heights with a technology leader, we'd love to hear from you. Please submit your resume and a cover letter detailing why you're the ideal candidate for this role.