



Employment Opportunity: IT Sales Representative

To apply for this position, email résumé and cover letter (Microsoft Word or PDF format) to hr@prophet.ca

The Role

We are looking for an IT Sales Representative to create and maintain long-term, trusting relationships with our new and existing clients. The IT Sales Representative's role is to oversee a portfolio of assigned clients, manage and maintain existing Managed Services and IT client relationship. Develop new business from existing clients and seek new sales opportunities. You'll be a key member of our team and your day-to-day will include:

- Understand clients' business processes and needs and work together with IT/Sales team to build solutions to meet these needs.
- Maximize sales opportunities with every customer and develop a prospecting list for business development activities.
- Achieve and exceed sales targets.
- Ensure the successful set-up, delivery and quality of service for clients.
- Prepare on-time response to requests for quotes and information, and coordinate with IT Team to provide exemplary service to customer.
- Promote new products as they arise and encourage upgrades when needed.
- Advise clients of new solutions as they become available.
- Manage new and existing clients as well as multiple projects, deadlines and communication.
- Update your personal technical knowledge on a regular basis to stay current with today's IT products.
- Maintain records of customer communications and contact information, communicate any clients information that may affect company decisions.

Requirements

Success in this role requires education, experience and strong Sales and Information Technology skills. The specifics include:

- 2+ years of experience as a sales professional.
- 2+ years of hands on IT experience.
- Post-secondary program completion or current Technical Certifications preferred.
- Knowledge and understanding of Microsoft platforms.
- Ability to recommend IT strategies, policies and procedures.
- Demonstrated superior customer service skills.
- Aptitude for problem solving, critical thinking and a passion for technology.
- Strong strategic planning skills.
- Strong documentation and communication skills.
- Criminal Record Check (valid within 6 months).
- Valid Driver's License and regular access to a reliable vehicle.

About Prophet Business Group Ltd.

Prophet Business Group Ltd. is a Winnipeg-based technology company with 20+ years of experience in accounting software, CRM software and IT solutions. Our consultants are dedicated to helping customers get it right when it comes to critical technology. We play as hard as we work, we embrace every opportunity to learn and we share our success with the team. If that sounds like a place you want to work, we'd love to hear from you.