



Employment Opportunity: IT Sales Consultant

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

The Role

Our Company is seeking the expertise of an IT Sales Consultant who has experience in the Information Technology Industry. We are looking for an IT Sales Consultant to create and maintain long-term, trusting relationships with our new and existing clients. The IT Sales Consultant's role is to oversee a portfolio of assigned clients, manage and maintain existing Managed Services and IT client relationship. You'll be a key member of our team and your day-to-day will include:

- Handles the sales of software, hardware and IT Services to our new and existing clients.
- 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.

[Prophet Business Group Ltd.](#) is a Winnipeg-based technology company with 20+ years of experience and a market leader in creating and implementing Microsoft Dynamics GP, CRM, and IT Solutions. We play as hard as we work, embrace every opportunity to learn and we share our success with the team. We offer competitive salary, great benefits with a family work environment. We are committed to create a safe working environment that foster learning and development for our Team. If that sounds like a place you want to work, we'd love to hear from you.