

# IMMEDIATELY NEEDED SALES PROFESSIONAL

TO GROW NICHE TECH FIRM IN THE \$3.2 TRILLION GOVERNMENT CONTRACTS SECTOR  
100% VIRTUAL POSITION



## The Company

Vendorship Inc. provides custom end-to-end vertical client solutions that coach and assist regional and global companies of all sizes and in various industries to submit and secure revenue-generating contracts with local, county, state, and federal U.S. agencies.

We're industry matchmakers who guide organizations through and around bureaucratic red tape and toward ROI and residual success.

We deliver tremendous growth opportunities up and down the channel.

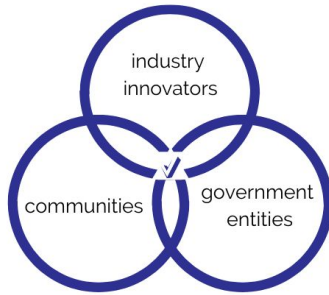
Get to work today in a lucrative and high-growth technology sector: **IT Solutions** and **technical staff augmentation** are in high demand in industry as well as local, county, state and federal government. Estimated niche market size is \$200B (annually) and growing. We provide all the ingredients for immediate successful sales, a diverse, supportive, and engaging work culture, and highly competitive compensation packages.

## This Company is -

- innovative & diverse
- competitive & growth-oriented
- people-driven, with a win-win-win approach

## Why Should You Apply?

- Exceptional sales and earnings potential based on a competitive commission structure
- Opportunity to get in early into a growing, dynamic startup environment
- Supportive, personal, interactive environment & culture
- Exposure to a rapidly growing segment of the technology market
- Flexible schedule (part and) full time



## The Ideal Candidate

We're looking for an imaginative sales pro who combines big-theatre success with high-tech product knowledge and/or passion to immediately assist in our win-win-win mission.

The ideal candidate can expect to earn \$150+ thousand in the first year with our proven formula that has secured a solid foundation in this niche market. *You* do the soft close and we collaborate for the hard close. You prospect in partnership with our pros, you pitch, develop and deliver strong prospects. That's it.

We're looking for a results-driven sales representative to actively seek out and engage customer prospects with the same goals to boost top-line revenue growth, project acquisitions, and profitability.

## **Skills and Requirements**

- Proven successful work experience as a sales representative
- Motivated by fast and high growth
- Upbeat, positive attitude
- Terrific communication skills and engaging written and verbal style
- Complete comfort and ease working with CRM systems
- Comfort with fast-paced environment and telephone conversations
- Ability to build productive business professional relationships
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, communication and negotiation skills (with awareness to regional and cultural differences)
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback

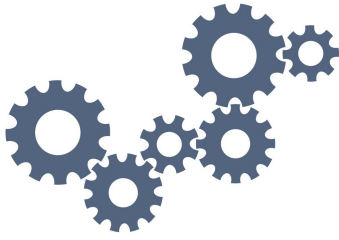
## **Experience:**

- 1+ years sales experience is a must (technology sales a plus)
- Knowledge of IT terminology and understanding of basic systems

## **Education:**

- Bachelor's degree or equivalent (required), sales & marketing a plus

## The Responsibilities



- Provide top-quality experience for potential clients
- Drive the growth of our overall sales and business
- Building a packed schedule of presentations and follow up conversations with clients
- Provide excellent, timely, thorough customer support and follow up
- Liaise with other departments to assist in driving successful outcomes for our clients
- Participate in periodic calls with marketing management and prepare reports and sales funnels
- Present, promote and sell our custom service using solid arguments to existing and prospective customers based on our collateral.
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer questions and concerns to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales, and submit status reports
- Maintain a collaborative relationship with management and deliver reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends
- Continuously improve through feedback

Our inside collaborative sales support team is readily available to join sales presentations, conversations and negotiations, and to address customer questions and objections in order to quickly close and onboard clients.

### **Compensation:**

- Commission
- Bonuses



**We make government contracting easy.**

<https://www.vendorship.net/>

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