



EscapeWire Solutions, LLC
Employment Position

Title: Sales Representative
Reports to: VP of Business Development
Class: Full-Time
Type: Salary (Base + Commission)

We are a technology consulting and services firm focused on providing an array of services to small and mid-size businesses both locally and throughout the Country. We have twice been awarded the INC5000 award for the fastest growing businesses in America.

We are seeking a sales person to execute on our corporate marketing plan to grow EscapeWire's technology services, Identify Sales opportunities, qualify them and either close independently or transition to other outside sales representatives.

Proven ability to qualify and develop prospects is a pre-requisite.

Obtain 100% of Daily activity metrics as established by Management

Responsibilities:

- Responsible for servicing existing client base while generating new business to expand current customer base
- Providing timely and accurate response to customers' required proposal and/or bid circumstance
- Responsible for writing and submitting professional proposals
- Follows up on all sales leads in a timely and effective manner
- Promotes EscapeWire Solutions and the products and services that are offered
- Tracks and provides accurate sales information to company management
- Provides accurate and timely submittal of sales orders and job notes to appropriate order processing and technical staff
- Makes necessary sales presentations to customers and management as requested
- Acquire and maintain sound knowledge of all product lines and services offered
- Consistently work with management to develop a competitive pricing structure
- Research and obtain information on position specific training opportunities
- Exceed all company sales goals and objectives as it relates to this position
- Other duties as required or assigned by company management

Accountability:



*EscapeWire recently ranked No. 315 on the 2009 Inc. 500
Annual List of America's Fastest-Growing Private Companies*

The Sales Executive will be accountable to the VP of Business Development.

Qualifications:

- The Sales Executive shall possess a four-year degree from an accredited college or university with emphasis in business, marketing or technology or an equivalent combination of education and experience in the field of sales of technology services and equipment.
- The Sales Executive should possess knowledge of customer relations, marketing and communications, project management and a basic knowledge of computer networking.
- Experience in the following technical areas is a plus – Managed Network Services, Social Media, Wireless Networking, IP Camera Systems, Digital Signage and TV Distribution.

Travel:

It is expected that this position will require a moderate to considerable amount of travel to customer and vendor sites.

Additional Skills and Abilities:

- Excellent written and verbal communication skills.
- Must be responsible, self-motivated, self-starter, personable and well-organized.
- Superior customer service skills to deal with both internal and external customers.
- Ability to manage multiple tasks simultaneously.
- Strong interpersonal skills; ability to work with diverse groups.
- Proficiency in the use of personal computers including such programs as MS Word, Excel, Access, PowerPoint and Outlook.
- Ability to demonstrate planning, organizing and implementing skills which allow the successful completion of a project by a specific due date.
- Must be able to effectively handle stressful situations.
- Must be able to read and effectively interpret general business documentation.
- Valid and current drivers license.

This job description does not list all the duties of the job. You may be asked by supervisors or management to perform other instructions and duties. You will be evaluated in part based upon your performance of the tasks listed in this job description.

If you are interested in applying for this position please send cover letter and resume to employment@escapewire.com



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