TeamKCI is a progressive, high-growth international technology services company with headquarters in Northern NJ. We are seeking qualified sales professionals to meet the expanding demand for our third party maintenance services.  If you are results-oriented and highly motivated, you will fit right into our challenging but casual and friendly work environment.  A background in IT services is a big plus. Compensation includes salary, commissions, paid holidays, healthcare, 2 weeks vacation escalating to 3 weeks, and an opportunity for advancement.

The core responsibility of this position is to serve on the front- line of the marketing and sales process to prospect, generate and close deals for TeamKCI maintenance services which are 60%-80% less than manufacturers’ prices. This begins by getting a prospect to take a qualified step by discussing with you his/her future plans and scheduling a teleconference in preparation for developing a formal proposal to maintain the customer’s IT equipment.

This position involves calling up to 75 potential prospects per day; following up by email; and, cultivating customer relationships. It also involves generating at least 3 to 4qualified leads per week. Eighty to ninety percent of the conversations will be outbound driven and remainder will be inbound call handling. TeamKCI will provide the list of names, training and tools to reach potential customers. TeamKCI will also make technical experts available for customer calls and presentations. You will provide the knowledge, skills, attitude and work ethic to make deals happen.

Required Skills

* Positive and enthusiastic attitude
* Excellent verbal communication skills
* Excellent active listening skills
* Able to work independently and as a team player
* Knowledge and application of sales techniques such as: building rapport and value selling
* Presenting oneself as a professional at all times
* Problem solving
* Continuously digging for new information
* Creating call records for every customer contact

Don’t hesitate. Only two openings remain. It’s not just a job it’s a career move. TeamKCI has been in business for over 33 years! For a shot at a high reward professional sales opportunity contact us immediately.

TeamKCI “The SAN Capital of the World”