

a. Business Development (Sales)

Imagine working for thrilling entrepreneurial company where meeting challenges and making a real difference, is what we do. Wise Tech Group is that company.

An innovative communications and IT company where people come to meet challenges and figure out new creative way of solving them.

Right now we are looking for a talented and very motivated individual to join our sales team where you will capitalize on our winning momentum and have a chance to innovate, grow and do what really matters. Reporting to the Director of Sales, this sales prospecting and development role is responsible for the promotion of a full suite of products and services to mid-size business customers.

A Successful Wise Tech Group Sales Representative:

- Is a high-energy self-starter inspired by unlimited income potential
- Is motivated to establish and build geographic territories with immense sales potential
- Maximizes sales through direct selling, demonstrations and problem solving

Primary Responsibilities:

- Prospect for and develop a portfolio of high potential and high value business customers.
- Seek out local and regional sales opportunities by engaging mid-size businesses, professional organizations and associations.
- Retain and expand relationships to achieve portfolio retention, sales, service, and profitability objectives, and proactively develop relationships with new business clients.
- Determine needs, identify opportunities, develop potential solutions and offer options to clients.
- Apply business development and relationship management sales and service principles, practices and techniques (incl. pre-call planning) to support the achievement of target level sales of all products and services.
- Develop, implement, review and revise a 1-3 month rolling plan focusing on identifying client needs and opportunities that will result in meeting or exceeding sales and service targets.
- Review and monitor sales, revenue and service performance against plan, identify gaps and share best practices.
- Contribute to business plans regarding new business opportunities, increased Tracking and reporting on sales and service activities and outcomes.

Key Accountabilities:

- Generate profitable revenue growth through establishing new customers, penetrating new customer accounts and retaining those customers.
- Establish, maintain and service accounts, covering full assigned territory to ensure high customer satisfaction, positive long-term relationships and repeat business.

- Demonstrate the quality and reliability of Wise Tech Group products with a focus on helping customers become more productive and profitable.

Qualifications and Experience:

- 3-5 years' of B2B experience and/or sales experience and/or telecommunications experience preferred.
- Solutions selling and service skills.
- Well developed negotiation skills and Relationship Management skills.
- Excellent verbal and written communication skills, along with good presentation skills, that translate well in person and on the phone
- Motivation and ability to prospect new business
- Established customer relationships
- Concrete selling experience in local market; understands pricing strategies, competition, and key suppliers.
- Able to effectively assess customer needs, present products and solutions, close sales.
- Proven ability to independently develop new business, build repeat business and manage a sales territory.
- Extensive pipeline management and strategic selling experience are also required.
- Ability to establish relationships at all levels within customer and prospect organizations.
- Ability to self-start and work independently.
- Reliable transportation and current driver's license.

Preferred:

- Prior experience in IT and Technology sales market (3 years +).
- Business acumen: Must be able to "talk shop" with large and medium sized business people.
- Strong business acumen by virtue of prior experiences.

Additional Information:

- Laptop and cellphone (phone, email and text) access to all assigned clients.
- May be required to work a varying work schedule in order to meet the needs of the business. This could include working evenings and weekends as necessary.
- Travel (60% to 70% of time spent) - travel on-site to client locations.

* Please note that candidates who wish to apply for the position will be requested to consent to having a criminal background check conducted on them.