



Outside Sales Executive – San Francisco, CA

Leading North American provider of IT solutions and services. With a network of more than 40 local sales offices supported by five regional call centers, we work with partners like Microsoft, HP and IBM to manage the technology needs of more than 19,000 small, mid-market, enterprise and public sector organizations.

Our commitment to service and to delivering strategic advice in person has resulted in consistent, above-market growth. Whether providing efficient, low-cost technology fulfillment, or advanced solution design and implementation, we're helping organizations everywhere harness the power of innovation.

Description:

As an Outside Sales Representative in San Francisco, you are part of an integrated sales team providing exceptional service to our customers. You will be responsible for increasing revenue and managing GP by generating new customer buying accounts in the downtown San Francisco territory. Your focus will be to drive net-new software and hardware business with the expectation to account manage the business you find. Local travel is required.

- Prospect, cold call and develop new business relationships/customer accounts via a geographic region.
- Manage monthly appointment activity and sales calls
- Provide consultation to customers regarding the purchase of both software and hardware products
- Educate customers on the value and necessity of licensing solutions
- Present and market our customer centric sales model
- Market and leverage our vendor/distribution channel partnerships to ensure best value, pricing and support for customers
- Work with internal sales and operational groups to ensure customer transactions are processed accurately and efficiently
- Keep updated on product and industry knowledge
- Attend product training as required
- Maintain a stellar relationship with peers and the Outside sales team from your region

Job Requirements:

- Sales experience
- College diploma or university degree
- High level of commitment to exceptional customer service and relationship build
- Strong written and verbal communication skills
- Strong problem solving, organizational and interpersonal skills
- Ability to work both individually and in a team environment
- Self-motivated with the ability to work in a fast paced and constantly changing environment
- Proficiency in MS Office tools - Outlook, Word, Excel, PowerPoint
- Experience in the Technology industry desirable, but not required

Contact:

Brian Terrell
Account Director
Premier Staffing, Inc.
briant@premiersearchsf.com