

TECNET The *real* people behind computer support.

Overview:

To sell IT solutions, technical services and products into desired accounts and to provide the highest possible level of service to these accounts.

Responsibilities:

- Develop new business outside of Tecnet's existing client base
- Build senior level relationships within client accounts in order to develop growth towards key account status.
- Focus on high margin IT sales - hardware and system integration and Managed services.
- Successfully promote and sell Tecnet's services as a full service, value added IT systems integrator to desired accounts.
- Meet/exceed required sales targets in both the product and services environments.
- Maintain and develop a high level of knowledge of new technology and the company's products and services.
- Demonstrate a high level of teamwork in all activities.
- Work effectively and cooperatively with Sales, Administrative and Technical teams.
- Educate our business partners on customer requirements

Qualifications:

- Competitive adeptness in establishing and developing accounts, business savvy, a strong customer focus, self-confidence, and an ability to manage business relations.
- Must be able to provide executive level presentations and written proposals
- A proven ability to develop long-term and mutually beneficial relationships.
- Able to think both Tactically and Strategically
- Proficiency with complex solutions is imperative.
- Excellent communication skills – verbal and written
- A university degree in business or related area will prove to be an asset.