

PTC Select is seeking an experienced, knowledgeable, and enthusiastic person to add to their sales team. Our focus is small to medium, business to business sales of IT hardware, software, and service.

This role requires significant interaction with clients which may be face-to-face, over the telephone, through email, or walk-in requests.

Typical duties include:

- understanding diverse business needs and applying product knowledge to meet those needs
- logging daily activities in store database
- identifying and developing new business through networking
- preparing and delivering customer presentations and possibly product demonstrations
- keeping up to date on constantly changing software, hardware and peripherals
- meeting sales goals set by the sales manager
- assisting customers to maximize their use of the hardware or software

Qualifications

- College degree in business, marketing, or computer related field preferred
- Ideal candidate must be self-motivated with proven success in sales, customer service, and knowledge of latest technology
- Must be comfortable in a team environment
- Professional attitude with desire to succeed
- Must be able to travel within designated sales territory
- Must have excellent computer and typing skills
- Must be familiar with logging activities and updates in a CRM tool
- Experience and familiarity with HP products is a plus

Full benefits packages offered: medical, life, disability, 401k, vacation and personal time.