

## **Sales Person**

### **1) Responsibilities**

- a) At this level, supports highly complex opportunities*
- b) Gains access and manages relationships with senior level technical personnel and DMT decision makers*
- c) Demonstrates the value of a product and/or service technology to advance customers business objectives*
- d) Investigates matters of significance discovered by other product specialists to ensure that appropriate solutions are developed to address current and potential problems.*
- e) Provides insight to customers*
- f) Uncovers critical processes and validates operational strengths and challenges within the customers environment*
- g) Analyzes and applies industry, competitor and market knowledge to positive value for TEAM DMT.*
- h) Professional who completely has an understanding of Information Technology products and services*
- i) Occasional coaching/mentoring as required*

### **2) Requirements**

- a) Should have technically relevant experience*
- b) 2 years of IT sales experience or sales experience in a related field is a plus.*
- c) Must be able to collaborate effectively, independently, and with existing management team*
- d) Able to demonstrate a strong written and oral communications skills, exemplary technical skills, sales situation awareness, and good time management skills*
- e) Strong knowledge of technical products, vendors, and families of technologies*
- f) Strong technical adaptability*

### **3) Preferences**

- b) High School Diploma*
- c) Valid Driver's License / Clean Background*
- d) Presentable and Good People Skills*

WE WILL TRAIN ON PRODUCTS AND SERVICES

