



Technology Solutions Consultants

Overview

Technology Solutions Consultants are responsible for developing and implementing sales strategies to meet revenue targets, identifying and engaging potential clients, and maintaining strong relationships with key stakeholders. They also conduct product presentations, negotiate contracts, and stay updated on market trends to effectively promote and sell cybersecurity solutions.

Tasks & Duties

Include, but not limited to:

- Develop and implement effective sales strategies to achieve revenue targets.
- Identify and engage potential clients to promote and sell IT and cybersecurity solutions.
- Establish and maintain strong relationships with key stakeholders and decision-makers.
- Conduct compelling product presentations and demonstrations for prospective clients.
- Negotiate contracts and close deals to meet or exceed sales goals.
- Collaborate with internal teams to ensure seamless task execution.
- Monitor tickets and projects, adjusting sales strategies as needed.
- Manage client hardware and licensing lifecycles based on their specific needs.
- Provide ongoing support and consultation to clients to ensure satisfaction and retention.
- Analyze market trends and competitor activities to identify new business opportunities.
- Prepare and deliver accurate sales forecasts and reports to management.
- Participate in industry events, conferences, and networking opportunities to expand business contacts.
- Develop and maintain a deep understanding of the company's products and services.



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Preferred Skills & Qualifications

- 2+ years of sales experience in IT or cybersecurity.
- Proven sales track record.
- Strong knowledge of IT and cybersecurity products.
- Excellent presentation and client relationship skills.
- Strong negotiation and closing abilities.
- Strong project management, organizational skills, Detail-oriented and accurate.
- Excellent written and verbal communication.
- Proficient in Microsoft Word, Excel, SharePoint, and Outlook.
- Driven, motivated, ambitious, flexible and able to handle multiple tasks.
- Seeks feedback and sets personal development goals.
- Works well with minimal supervision and team player.

Additional Information

- Location: West or East side of Michigan
- Employment Type: Full-time
- Salary: Base Salary, with performance-based commissions
- Benefits: Health insurance, Vision Insurance, Dental Insurance, and Retirement Plans.