Looking for smart, tech-savvy sales representatives!

Perfect Opportunities for those who are excited about cutting-edge technology and how it can help schools to become better learning environments. Background in IT and/or Education is highly desired.

Job Function:	Technical Sales Representative
Locations:	Rockville, MD
Key Skills:	Salesforce, Microsoft Word, Excel, Image Software (i.e. Photoshop)
Qualifications:	Bachelor/Master Degree in Training, Marketing, IT, Engineering, Accounting, Education

Job Description:

- Generate leads through direct calling, attending conferences, emailing campaigns, online inquiries, references;
- Work closely with a sales engineer on cultivating a potential client, scheduling meetings, organizing demonstrations, preparing quotes, prepare references, lead qualification;
- Record information about a lead, manage multiple calendars;
- Work closely with the marketing department to prepare/provide marketing information to a potential customer.

Job Requirements:

- Experience with graphing software such as Photoshop is desirable;
- Basic knowledge of html is desirable;
- Customer friendliness and willingness to make calls;
- Basic technical understanding about online/cloud services is a must, preferably prior IT experience;
- Competiveness;
- experience selling SaaS is highly desirable;

What do we have to offer?

- Unlimited Possibilities;
- Education Assistance;
- 2 days off a week!