

## **CCNY Tech Sales Associate**

CCNY Tech has an exciting opportunity for a high energy, team oriented, proven sales talent with exceptional communication skills and a successful track record of selling IT solutions and managed services.

IT Sales Associate is an integral part of our IT service firm. You will manage the entire sales process from initial outreach through contract negotiations.

This includes but not limited to:

- Prospecting into target accounts
- Teaming with our marketing staff to effectively follow up on generated sales leads.
- You will lead the execution of our defined sales process.
- You will discover and define target account needs and map those to CCNY Tech offerings.
- You will collaborate with both internal and external resources to define the value of partnering with CCNY Tech.

**This position will require in-person sales meetings and presentations.**

### **Responsibilities:**

- Aggressively engage with multiple contacts at prospects via telephone, email, web and in person meetings to educate and drive them through the sales process
- Define sales strategies working collaboratively with sales team and management

- Execute customer centric meetings, presentations and product demonstrations both virtually and in person with key decision-makers and influencers
- Develop high impact proposals that articulate CCNY's differentiated solution, market leadership and unique value as a partner
- Manage all aspects of the close process
- Build and execute a sales plan to achieve revenue targets on a quarterly basis
- Manage and document sales pipeline including forecasts, prospect details, current opportunities and future planned activities
- Work collaboratively with other team members to share information, expertise and market feedback

### **Skills and Requirements:**

Candidates must possess the following skills and traits:

- 5+ years sales experience (inside or outside sales)
- BA/BS degree required
- Previous sales experience in an IT market
- Sales experiences in or in-depth knowledge of IT hardware or services
- Ability to work both independently and as a part of the CCNY Tech team
- Demonstrated understanding of and success in the sales life-cycle: prospecting, qualifying, overcoming objections and closing sales
- Outstanding verbal, written, organizational, and interpersonal skills

- Ability to perform in a fast-paced, challenging and dynamic startup environment
- Experience utilizing sales Customer Relationship Management tools

**CCNY Tech offers a competitive salary and comprehensive benefit package:**

- 401K plan available after 90 days of service with a company match of 25% up to 6% of gross wages with a vesting schedule of 20% vested after 1 year of service with 20% increments increases each year until 100% vested. (After 6 years of service you will be fully vested.)
- You will receive 75 hours of vacation pay upon your anniversary date up to 6 years of employment after which you will receive 112.5 hours vacation pay.
- After 90 days of active employment, you will be eligible for 2 days of vacation and an additional 3 days after 180 days of active employment.
- After 90 days of employment, you will receive 37.5 hours sick time and 15 hours of personal time.
- After 90 days, you are eligible to participate in our health insurance plan at your own pre-taxed expense. Computer Connection contributes \$225.00 per month
- You receive paid holidays after 90 days of employment.
- Long term and short-term disability are available at your expense after 90 days of employment.
- Computer Connection has a \$25000 company paid life insurance policy.

If this opportunity sounds like the right fit for you, don't wait, apply now at [ccnytech.com/careers](https://ccnytech.com/careers).