



513.523.7995

## Telecommunications/IT Sales Position

### Job Description

Account sales of Digital/IP Telephony/Data solutions, dial tone and internet access, data center solutions, structured cabling, networks, IT, etc. The main focus of this position is to aggressively locate new commercial accounts in the region. Other duties include, but not limited to:

- Generating new customer leads
- Obtaining appointments with potential clients to gather information by listening closely to client needs and discussing solutions and offering a consultative value to the client
- Submitting design requests to engineers, and upon return of a system configuration, developing a professional proposal for the client
- Depending on the solution, presenting material and/or bringing supporting Engineers or Vendors to deliver the presentation to the client

### Requirements

Must have at least 2 years of telecommunications/Data/IT sales experience success. Candidate will have an entrepreneurial approach to selling and have had success selling for other Telecom/Data/IT service providers. This is an acquisition/new business discovery role. You must have experience in new business development of enterprise level business.

### Other qualifications are:

- Self/highly motivated/organized
- Desire to succeed
- Ability to multi-task
- Sales experience selling either VOIP or NEC systems as well as Cabling solutions, Video surveillance and Data/IT equipment solutions
- Review of past sales history and successful track record
- Technical Sales Certificate a plus
- Have ability to develop 1-3-5 year technology roadmap for commercial customers
- Identify business drivers for implementing the solution to include ROI, business innovations, reduced cost and increase efficiency
- Good negotiation skills
- Understand business decision making process
- Outgoing and energetic
- Experience preferable in the IT or Telecommunications Fields
- Working knowledge of Switches, Routers, and Networking
- Certified Network Associate and/or Microsoft certification a plus

How would you access a new potential sales opportunity from an IT prospective the moment you walked into a business?

Please send your resume and a cover letter to:

**Robinson Communication Services, Inc.**  
**5270 College Corner Pike**  
**P.O. Box 6061**  
**Oxford, Ohio 45056**  
**(513) 523-7995**  
**Email: rcs.support@fuse.net**