

JOBS AT



Vertical is growing, and we're looking for you!

Vertical Communications® is currently looking for qualified candidates for the following position.

Job Title: Sales Representative

Location: Various across major markets

Job Description

Vertical Sales Representatives are dynamic self-starters responsible for driving sales of our complete portfolio of software- and hardware-based products and services. Critical to the success of this position is a positive attitude, a strong sense of urgency, a good work ethic and a desire to exceed set quotas.

Primary Job Responsibilities

- Solution selling and account management.
- Develop and implement innovative sales initiatives to generate and nurture new green field and assigned sales leads.
- Must accurately forecast business, and meet or exceed assigned sales quotas.
- Maximize the business relationship and opportunities with targeted companies within given territory.
- Conduct live and remote (web-based) product demonstrations with prospects and end users.

Qualifications

- 2+ years' sales experience, preferably in telecommunications.
- Proven history of progressively improving business-to-business sales results.
- Understanding of the business elements supporting direct sales and service business.
- Strong analytical ability, with well-honed selling and negotiation skills.
- Good computer skills, including MS Office.
- Excellent verbal and written communications.
- Highly effective organizational and time management skills a must.

Interested? We want to hear from you! Please send your resume to hr@vertical.com.

Vertical is an Equal Opportunity Employer.