

Job Posting: Charlotte IT Security Sales

We are growing, and have an immediate need. Our firm is one of the top security and firewall consulting companies in the southeastern United States. We are looking to expand our reach and grow our market share even further.

We are currently looking for an experienced sales professional who has worked in the information technology field and has experience selling network security devices such as firewalls and identity management.

The position will require low key consulting type sales. We offer a great product mix that companies have requirements to use. This person will work directly with vendor sales, Business Executives and Owners. The person must be able to work independently, have the ability to hit a conservative quota, and take the initiative to generate leads and sales that build and foster relationships with clients.

We will support this person with a technical engineer to design the actual solutions. This person will need the aptitude to understand the end result and the compliance regulations on companies today (PCI, HIPAA, etc.).

This person will need to currently live in the Charlotte, NC area, no relocation, and be willing to work remotely.

Specific Duties Include:

- Track Down Leads and Contact Supplied Leads
- Attend Marketing Events for Business Executives
- Work with Current Accounts
- Work with Assigned Sales Engineer
- Present to Executives and Management
- Attend Sales and Training Events
- Assist with Building Marketing Plan
- Travel – Approximate 15% of the Time

What We Offer:

- Base Pay Plus Commission
- Generous Commission Percentage
- Recurring Monthly Revenue
- Health/Dental Insurance
- Life Insurance
- Ongoing Training and Education
- Vacation Pay

Please E-mail a letter of interest and a resume to Human Resources at hr@jstengel.net.

EOE--We do not discriminate on the basis of race, age, gender or sexual preference.

For additional company information, please visit www.jstengel.net.