

## **Information Technology (IT) Managed Services Sales Representative - DC Metropolitan Area**

NGEN, LLC is a growing managed computer services firm seeking an outside sales representative to join our sales force. NGEN sells and installs computer hardware and software (Dell, Cisco, HP, Microsoft, Symantec, N-able, BlueSocket, Fortinet), provides ongoing IT support, delivers fully managed hosting solutions and performs project management for IT projects and relocations. Sales reps will be responsible for generating commercial account sales in the SMB Market. Flexible home and office work arrangements are possible when not in the field.

Lucrative pay and incentive package.

Ideally, the individuals we are seeking are entrepreneurial and will hold themselves to the highest ethical standards, have a strong desire for personal growth and professional success; they will be driven to make money and have no problem rolling up their sleeves to achieve success.

### **Primary Responsibilities and Duties:**

- Establish new client relationships through existing contacts and networking.
- Develop and maintain long-term relationships within a diverse account base in the Metropolitan DC area (MD, DC, VA)
- Quickly grasp client requirements and conduct needs analysis to determine a consulting plan that best fit client needs. Develop and submit proposals and quotes.
- Build strong working relationships with our IT professionals delivering services and Inside Sales/Support staff to ensure prospects have a clear understanding of the NGEN solution.
- Manage all phases of the sales life cycle--from prospecting to closure. Use CRM system to keep an accurate log of prospects, opportunities, meetings, activities and businesses contacted.
- Meet quota and sales revenue targets created by sales management. Report regularly with sales management on revenue forecast, prospecting activity, pipeline development, opportunity progress, closed business, and lost business.

### **Desired Experience and Skills:**

- Rain Makers: sales-oriented attitude with a drive to win new business.
- Motivated, disciplined and self-directed.
- Strong follow-up skills.
- Excellent business development techniques including listening to understand what prospective customers need, communicating effectively with all levels of management within prospects and customers, and influencing prospects and customers to educate them on why NGEN's services make the best business sense.
- Understanding of basic computer network, telephone and Internet technology concepts; exposure to project management and structured methodologies.
- Experience: Candidates should have 2 or more years experience selling IT Professional Services, Outsourcing and/or Managed Services, or software/hardware sales

### **Requirements:**

- Work experience: Must have 3 or more years of sales experience with a proven track record.
- Education: Candidates are expected to have Bachelor's degree or equivalent work experience.
- Must be organized and disciplined with excellent time management and prioritization skills.

- Must be capable of creating and presenting presentations.
- Must have Computer skills including Word, Outlook and PowerPoint.
- Must be a US Citizen or eligible to work in the US.

The NGEN sales team is based in Largo, MD and makes client visits in the Metropolitan, DC area. Sales team members can also take advantage of flexible work arrangements to work from with the following conditions:

- Must own or have substantial access to a computer
- Must be computer savvy with access to high-speed internet.

**Compensation:**

NGEN offers a very lucrative commission package. Given 100% of quota attainment, potential earnings are **\$80,000 to mid 6 figures**. No cap on commissions. Additionally, NGEN offers a business casual work environment, health/dental insurance, paid vacation and 401(k) plan.

NGEN is dedicated to providing quality service to all of our customers with an established team of computer engineers and project managers. NGEN is a professional services firm assisting small and mid-sized businesses with computer, telephone and hosted technology. We strive to create a work environment that allows professional growth and development for each employee to reach their individual potential at NGEN.

Please submit your resume to [Personnel@ngen.com](mailto:Personnel@ngen.com)

Learn more about what we do at: [www.ngen.com](http://www.ngen.com)