



## Sales Associate

About Onsite PC Solution:

Onsite PC Solution is a full service office IT company committed to customer satisfaction. We have been serving the San Jose Bay Area proudly since 2001. We provide our clients with a complete range of IT Managed Services.

Our vision is to be a client centric company; to be an IT resource for local small and medium sized businesses by being your technology partner.

As a member of our sales team, you will:

You Will:

- Seek out and build relationships with industry contacts for new business opportunities
- Produce a high volume of sales related activity, (cold calls, presentations, proposals)
- Represent Onsite PC Solution at trade shows, seminars and industry events
- Provide weekly reports on pipeline movement
- Formulate and present strategic presentations
- Sell major new accounts in a timely sales cycle while maintaining an active pipeline
- Meet and exceed all sales and revenue targets

Recommended Skills:

- Great phone, written and in person communication skills
- Experience selling service solutions to businesses
- Knowledge of IT Services
- Proven record of success in a selling environment
- Proven record of generating new revenue and exceeding sales quota
- Excellent negotiation and closing skills

**Please submit a resume and cover letter to [jobs@onsitepcsolution.com](mailto:jobs@onsitepcsolution.com)**