

Teamwork | Commitment | Growth | Innovation | Knowledge | **IT INITIATIVES**

Employment Offering – Sales

What you can expect about us |

A unique firm.

IT Initiatives is a proven leader in the field of strategic technology planning and consulting. Our firm specializes in providing organizations, specifically in the healthcare, academic and religious marketplaces with advanced low-voltage system design. Recognized in the tri-state area and beyond as one of the only professional services organizations with our unique abilities, IT Initiatives provides clients with a single resource for virtually any professional service need for technology architecture, development, management and implementation. Our range of consulting services include:

[Audio/visual consulting – systems, conference rooms, large venue, worship spaces, video conferencing]

[Physical security consulting – access control, video surveillance, intrusion detection]

[Telecommunications – IP telephone systems, structured cabling and telephony]

[Network infrastructure – core, distribution, data center (MDF), IDF, wireless, security]

What we expect from you |

Knowledge, commitment and capability.

As a sales executive, spearheading sales and generating new business and revenue are primary goals.

Roles will include:

New business prospecting and development – identify qualifying organizations requiring our services and developing a plan for transforming the organization into a client

Identify new strategies – improve the organization’s ability to locate and secure prospective clients and projects

Present – schedule meetings and present customized company information to perspectives

Development – work with technical team and consulting group to develop customized proposals for clients

Communicate – follow up on new and existing leads and transform leads into revenue

Close – complete sales and create lasting relationships with clients

In addition, the ability to communicate highly technical subjects to technologically limited parties is imperative.

What you will need to succeed |

Qualifying candidates should possess the following qualifications:

- Bachelor's degree or combination of education and work experience
- Technology background a significant plus
- Business-to-business sales experience
- Superior knowledge of sales techniques, including lead generation
- Business communication skills, including facilitation, presentation and negotiation
- Numbers and detail orientated
- Valid driver's license and ability to travel (local and limited long distance)

How you will benefit and build |

IT Initiatives offers a competitive base salary commensurate on experience as well as generous, performance based bonuses. In addition, munificent vacation time, 401K and company-paid healthcare are provided. This, in combination with our superior work environment and team-centric business philosophy make for an outstanding work experience. In addition, our organization's extreme growth potential and solid history lend for personal progression and career intensification.

Come grow with us.