

# Technical Sales Representative

## Job Description

We're looking for a highly motivated mid-level Sales Representative to join our fast-growing SASE and Multi-Cloud Networking team. Our ideal candidate will have at least 3-5 years' experience working in an enterprise sales or recruiting role, ideally with a focus on cloud and / or networking services.

The candidate should be excellent in developing a strong sales pipeline, booking meetings, and generating new business.

We are a leading provider of SD-WAN, SASE and Multi-Cloud Networking solutions to mid-market multinationals, and our clients use our solutions in more than 80 countries.

Some key attributes we're looking for include:

- Located anywhere in the US but Chicago area preferred
- 3-5 years of direct sales experience selling in the technology industry - for example, in a sales role for a technology recruitment firm, service provider, telco, ISP, etc. – working with enterprises
- Good understanding and experience of the sales process and the dynamics of selling through channels is a strong plus
- Experience selling to US headquartered mid-market multinationals is a strong plus
- Relentless drive to perform multi-channel prospecting and maintain a strong sales pipeline
- Existing network of enterprise IT decision maker contacts and ability to identify new prospects to help drive the sales pipeline
- Enjoys networking events and is excellent in identifying qualified prospects
- Develops qualified sales opportunities by researching and identifying prospect accounts
- Excellent in following-up with prospects (email, phone calls, LinkedIn, etc.) to identify, qualify, and progress sales opportunities to closure
- Some flexibility in working hours required for collaboration with our global team
- Ability to travel around 30-50% of the time for prospect meetings
- Familiarity with maintaining accurate records in a CRM system (Salesforce)
- Excellent written and verbal communication skills