

**Position Title:** Sales Associate

## **Purpose of the position**

Comstor is looking for a highly motivated and goal driven individual to develop and grow a base of accounts small/medium business space. This is an entry level position. Previous sales experience is preferred, but not required. The Team will reside in Lafayette, Colorado.

Sales Associates receive a competitive base salary plus commissions, as well as a full benefits package.

## **Sales Associates will be required to:**

- Learn Westcon's systems and sales process
- Develop, and maintain a base of accounts
- Sell standard Westcon solutions
- Prospect, and cultivate new business

## **Qualified candidates should possess the following abilities, and attributes**

- Identify and establish new customer accounts (e.g., call dormant accounts, cold call, obtain leads from vendors)
- Maintain and cultivate existing business
- Provide presale, as well as post sale support
- Learn, and communicate Westcon's unique value proposition
- Form and maintain strong customer relationships

## **Qualifications**

- 1-2 years sales experience
- Background with advanced customer service or sales in a telesales environment

## **We offer:**

- Progressive Compensation Package (base salary and commission)
- Healthcare Benefits (Medical, Dental, Vision and Prescription Drugs)
- 401k with Employer Match
- Paid Time Off
- Life Insurance and Disability Coverage
- Advancement Opportunities

## **Company Overview:**

- Westcon Group is the world's leading specialty distributor in networking, security, mobility and convergence. We provide the most effective route to market for our vendors, the highest levels of support to our customers and through our success and growth, the industry's best employee experience. We are comprised of individual operations under the Comstor (Cisco-focus), Voda One (Avaya-focus) and Westcon (Nortel-focus) brands, creating a global distribution business throughout North America, Africa, Asia, Australia, Europe and South America.
- **Vision:** We believe that building and enabling unique and effective routes to high growth advanced technology markets is key to ensuring fundamental growth for customers and manufacturers. We achieve this through recruitment, retention and delivering ongoing value to best of breed and best in class vendors/manufacturers, customers and employees.

Visit our website at [www.westcon.com](http://www.westcon.com) for more information.

*Westcon Group is an AA/EO employer and actively seeks candidates from diverse backgrounds.*