

Position Title: Service Sales Specialist

*Entry Level Sales with Excellent Potential for Growth!!
Recent College Grads Welcome*

Position overview

Westcon, a progressive distribution provider of networking, convergence, security and mobility equipment is seeking a Sales Associate who will be responsible for providing product/service expertise to internal and external clients. This position would be ideal for a recent graduate or anyone with aptitude for technology. Experience with data and telecommunications technology, especially Cisco products and services is highly desirable. A person in this position will receive comprehensive training on a specific product or service offering.

Duties and Responsibilities Include:

- Develop tools and processes to support sales of a specific product line
- Provide training to internal and external clients in service offerings
- Develop and maintain external and internal relationships with the goal of growing deals and profitability for a specific product/service offerings

Qualifications

- 1+ years sales, telesales, account management or advanced customer service experience
- Strong results in generating new customer relationships
- Ability to quickly learn and communicate complex technical concepts/solutions
- Strong oral and written communications skills
- Fluency with Microsoft Office applications is a must.
- Experience in the high-technology, computer, networking, network security and/or telecommunications industry is a plus
- Familiarity with Cisco products and services is highly desirable

We offer:

- Progressive Compensation Package (base salary and commission)
- Healthcare Benefits (Medical, Dental, Vision and Prescription Drugs)
- 401k with Employer Match
- Tuition Reimbursement
- Paid Time Off
- Life Insurance and Disability Coverage
- On-Going Training & Development
- 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 for more information.

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