



Sales Cadet Cloud-Based Technology

- Brisbane based role - Woolloongabba
- Start your Sales Career
- Growth phase of well established & respected ICT organisation

Want to break into the ICT sector and don't have the experience? Are you an over-achiever that has a 'can do' attitude - and want to make a difference with a progressive and fast growing organisation?

As a result of consistent growth over a number of years, PCXCOM continues to expand its operations throughout Australia and the Asia Pacific. We are now hiring enthusiastic individuals to join our sales team.

This key internal sales role is responsible for client acquisition of our Cloud-Based Services, namely; customer contact technology and associated telecommunications services. Duties include; Sales Lead Qualification & Scoping; Prospecting; Conducting Remote Software Demonstrations with Prospects; Proposal Writing; Price Schedules; Opportunity Follow-up, Negotiation, Closing Deals & Sales Administration.

As the successful candidate, you want a sales career in the ICT sector, and as a result are highly driven to achieve your goal. Likewise, you will demonstrate an ability to listen, learn and follow instruction as a means of delivering high-performance. Moreover, creating sales opportunities and delivering service excellence is entrenched as your modus operandi. Importantly, you will quickly display competence in dealing with new business opportunities and hence signing-on new clients.

Working in an environment of success, you will be provided with an initial induction programme, in addition to on-going training and coaching. This is an opportunity to not only learn and develop your career, you have the chance to reap the rewards from performance based commission, in addition to your base salary.

This is a career opportunity for an energetic individual to join an innovative and progressive organisation that is a leader in its field. The ideal candidate is; articulate; autonomous; resourceful; has a strong work ethic; is a consistent over-performer; has a passion for telecommunications and/or ICT applications; and can clearly demonstrate an ability to grow our business.

Qualifications & Experience

- A Great Attitude
- Thirst for Learning
- Tertiary Educated
- Degree qualified
- Computer literate
- Excellent written and verbal communication
- Conversant in Telecommunications / Technology

Responsibilities

- Compliance with Sales protocol
- Generate exponential revenue growth via client acquisition
- Achieve Sales Targets
- Present Sales Demonstrations via remote access software
- Client Activation Management of new Accounts
- Maintain Sales Pipeline & CRM in a timely & accurate manner
- Administration of client contractual agreements