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www.ezwireless.us

Technology Sales Executive: Outside Sales

Application Instructions

Please send resume and cover letter to jobs@ezwireless.us.

About ezWireless:

ezWireless, a leading wireless networking reseller and systems integrator, is seeking a successful, highly motivated and driven sales professional to join our team. ezWireless is noted for helping business and government agencies evaluate, design and deploy secure wireless broadband networks for mission-critical communications challenges.

About the Opportunity:

This position is a full-time, base-plus-commission outside sales opportunity that is immediately available to the right candidate. You will have strong support from our team that includes inside sales and marketing coordination and appointment setting and lead generation. We want you to be productive and out selling!

We sell a diverse portfolio of wireless broadband equipment, applications and devices from industry-leading manufacturers and combine those with our systems integration and installation services. This is a face-to-face, B2B, high-touch solution sales process and sales cycles are medium to long in length. We're looking for somebody with a track record of success in this type of sale, specifically involving networking technology.

This opportunity has high potential for advancement based on demonstrated success and professional capabilities.

We're looking for a new member of our growing team that is in it for the long-haul and wants to be a part of building our business.

Job Description:

Our ideal candidate is driven to succeed, has excellent communication skills, works well as a part of a team and has a background in technology sales. Specifically, experience selling wireless or wired networking solutions is required.

Generating leads, establishing new contacts and closing sales of ezWireless' products and services will be our new team member's duties and highest priorities. Your job is vital to the company and you will help generate annual company revenues that meet and exceed sales projections.

Your experience and background will allow you to sell our equipment and services in wireless broadband networking to provide beneficial solutions for our customers.

2800 nw 29th ave. portland, or 97210 t.503.222.0241 f.503.241.5100
505 east main st. hermiston, or 97838 t.541.567.0257 f.541.567.4239

The Outside Sales Executive will:

- Actively take new opportunities from lead generation to closed sales and provide existing customers with continued opportunities to buy.
- Represent ezWireless, its business, products and services at industry associations and events to maximize market visibility, credibility and revenue growth capabilities.
- Network with partners, vendors, and suppliers to develop and pursue opportunities and leads
- Develop sales plans, forecasts, and reports
- Create proposals, quotes and develop templates for proposals and other sales documents
- Consult with customers to sell a solution that best meets their needs
- Work with the engineering team to answer customer's technical questions and determine the proper solution

Job Requirements:

Sales Skills:

- Experience selling products and services with sales cycles of varying lengths
- Experience selling in competitive bid situations
- Knowledge of wireless and wired networking products, markets and industry

Technical Skills:

- Experience matching customer requirements with the best technical solution
- Strong strategic thinking and planning skills
- Must have excellent computer skills
- Must be able to speak with IT professionals at varying levels about network technologies and discuss business cases for network product implementation

Organizational Skills:

- Excellent presentation, written, and customer service skills
- Strong business acumen, high energy, self-motivated and able to work under pressure
- Strong organizational skills
- Strong sense of follow-through and execution
- Willing to travel up to 50% of time worked, more if necessary

Education & Experience:

- Bachelor's degree in business or in a technical discipline or equivalent experience
- 3 - 5 years B2B outside sales experience in networking technology sector