



## NetAccess Systems

As one of Canada's oldest independent Internet Service Providers (ISP), Since 1993, NetAccess has always been the Trusted Leader in providing Voice, Video and Data Communication services to businesses and organizations. NetAccess continues as a Trusted Leader in Professional Services, Managed IT Services, and Data Centre Server Co-location and Cloud based services. Our Award winning and growing Internet and Communications company is looking for new team members for our Corporate Sales Team.

### Position Description: Sales Representative

Currently we are looking for an experienced Sales Representative to join our growing sales team in helping achieve our sales revenue, margin and income targets.

We offer a competitive compensation and benefits package.

### Overall responsibility of the position:

- Visit potential customers and aggressively pursue new sales opportunities
- Visit (and manage) assigned existing customers as required to provide excellent customer service and increase sales; acting as customer liaison throughout the build process
- Process RFQs from quoting to order entry, to final completion and after-sale support
- Working in conjunction with purchasing, engineering, programming, scheduling
- Prepare cost estimates and quotes as to customer requirements
- Forecast orders/sales- work with customer
- Follow up on open quotes
- Review purchase orders to quote, ensure terms and conditions are acceptable and agreeable as written
- Other related duties as assigned in pursuit of exceeding sales revenue, gross margin and income targets.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.

 1.866.235.4646

 905.524.2001

 [info@netaccess.ca](mailto:info@netaccess.ca)

 [netaccess.ca](http://netaccess.ca)

 21 King St W, Suite 1500  
Hamilton, ON L8P 4W7



- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.

#### You will need to show evidence of the following:

- Self-motivation and a competitive, results driven attitude;
- Passion, integrity, loyalty, openness, trustworthiness with dedication and focus;
- To be value driven and not price driven;
- To have solutions sales experience (as opposed to product sales);
- A good level of technical understanding with enthusiasm for new technology and its commercial uses;
- Examples of internet, networks, telecommunications and Information Technology;
- Stamina resilience and the ability to work under pressure;
- Articulate and confident presentation skills and professional telephone manner;
- Strong time-management skills and the ability to prioritize;
- Attention to detail;
- Persuasive and influential verbal communication skills;
- A strong team spirit;
- Business awareness;
- A full, clean driving licence and reliable transportation to travel to client's premises;

#### Qualifications:


- Minimum 5 years' experience in technical Customer Sales/Service
- Proven ability to 'close' technical sales opportunities and relate to customer technical requirements
- Strong analytical and problem solving skills
- Excellent communications skills (verbal and written)
- Strong focus on teamwork
- Experience in managing multiple projects at the same time highly preferred

 1.866.235.4646

 905.524.2001

 [info@netaccess.ca](mailto:info@netaccess.ca)

 [netaccess.ca](http://netaccess.ca)

 21 King St W, Suite 1500  
Hamilton, ON L8P 4W7



**A degree in one of the following subjects is an advantage:**

- Business information systems/technology
- Business/management
- Computer science/software engineering/computer engineering
- Electronics/mathematics/physics

While a relevant degree is not always essential, subjects with a technical content or business management component may be favoured.

While it is helpful to have an interest in and knowledge of IT, it is not essential that you have the technical skills. NetAccess will consider candidates who have a strong sales background.

**Reports to: Sales Manager**

 1.866.235.4646

 905.524.2001

 [info@netaccess.ca](mailto:info@netaccess.ca)

 [netaccess.ca](http://netaccess.ca)

 21 King St W, Suite 1500  
Hamilton, ON L8P 4W7