



Call. Connect. Relax.

IT SALES REPRESENTATIVE

America's Remote Help Desk - ARHD
"CALL, CONNECT, RELAX"

America's Remote Help Desk (ARHD) is a stable Maryland based IT outsource firm in its 10th year of business. We are an Infrastructure Management and National Help Desk service provider located west of Baltimore with an excellent presence in the Baltimore/Washington market.

We have a strong presence in the local market and continue to grow. We are seeking a results-oriented **IT Sales Representative** to develop new business opportunities. The qualified candidate possesses experience in generating new relationships and have at least 3 years experience marketing to senior level executives.

Nominated by the Baltimore Business Journal as one of the Best Places to Work in 2009, ARHD focuses on providing a positive, challenging work environment where family comes first. We believe in the theory of work hard, play hard. Our core sales team has been working together for several years and is looking for someone who wants to make a difference in what they do every day in our team environment. A comprehensive support system will be provided to enhance your ability to develop and close new business opportunities. All you need to do is make positive happen consistently.

The ideal candidate will possess the following skills:

- Aptitude to speak fluently on Information Technology and write proposals
- History and creativity to generate new sales opportunities
- Qualify leads from our Marketing effort to determine viability for new business
- Experience and success with interacting with C-Level Executives
- Total commitment for success
- Tenacious with a "whatever it takes" attitude

JOB REQUIREMENTS INCLUDE:

Outside Sales:

- Develop sales appointments with new clients
- Network with C-Level Executives to build a pipeline of interested potential clients
- Work autonomously with proper communication in a collaborative team environment
- Writing Technical sales proposals for new business

Inside Sales:

- Creatively develop ideas to generate interest with potential clients
- Research and locate sales opportunities through use of print media, online, publications, social events, etc.
- Contact potential clients to verify decision making dynamics

ARHD offers a rewarding compensation plan with a salary plus commission for the right candidate. In addition, we offer an extensive benefits package; including vacation, medical, dental, vision, 401K, training and learning opportunities, telecommuting options and flexible work arrangements. We continually strive to provide an excellent balance of benefits for our employees' good health and future stability.

We are an equal opportunity employer. For more information on our company, please visit us online at <http://www.remotehelpdesk.com>. To apply, forward your resume to resumes@arhd.com.