



Account Executive /Inside Sales

***DataQ Direct** is a leading provider of technology, technology solutions and IT Hardware for the small to medium sized enterprise. We deliver our model on a national scale. Backed with our technology partners (such as EMC®, APC®, Dell®, Symantec®, Polycom®, VMware, Microsoft, – and more added each month), complemented by our experiences and resources- we are positioned to help our customers and your CAREER grow. We are our Customer's technology partner.*

Job Snapshot:

Location: 530 South Henderson Road, Suite A, Suburban Philadelphia, PA 19406

Base Pay: \$25,000 / Year

Incentive Compensation: \$75,000+/year is achievable within 2 years of employment for successful candidates

Other Compensation: Profit sharing, Benefits available after probationary period.

Employee Type: Full-Time

Industry: Computer / Info technology hardware, Solutions and related products – intended for the SMB marketplace.

Manages Others: No

Job Type: Sales, Inside Sales, Business Development

Education: 4 Year Degree- Business major preferred

Experience: Entry Level (0-5 years experience), however must have demonstrated successes selling B2B

DataQ is a growing organization that is offering a great career opportunity ideal for candidates with demonstrated sales successes and a desire to have unlimited earning power in a fun, fast, energetic, entrepreneurial environment. We are seeking a highly motivated, aggressive Account Executive preferably with experience generating profitable opportunities selling B2B and a demonstrated ability to develop and maintain client relationships.

Responsibilities:

- Minimum of 40 Live Voice connects, & 120 minutes of talk time per day
- Develop a regular, full-time channel of communication with qualified customers (including an understanding of their IT environment and how DataQ can help them solve their everyday business challenges) to generate numerous opportunities for our products and services, and execute profitable sales
- Quickly build and manage a suitable pipeline of business opportunities
- Maintain a database that accurately profiles and documents the ongoing development of client relationships, including documentation of their IT environment
- Maintain minimum training and certifications in our technology partners' products and services (training is provided regularly)
- Provide insightful recommendations regarding new technologies to carry, products to stock, and services to offer
- Consistently meet or exceed established quotas (requirements) for sales, profitability, and other metrics
- Independently identify opportunities to contribute to the growth and advancement of the company
- Commitment to educate and network yourself in the industry on personal time to gain credibility in the industry
- Practice and promote a culture that reflects the Company's processes and values

Qualifications/Prerequisites:

- Experience selling B2B
- Proven ability to develop and maintain customer relationships
- Demonstrated multiple "sales successes" in their professional history
- Working experience with cold calling, telemarketing and/or inside sales
- Proficiency with CRM tools (Salesforce.com a big plus), Microsoft Office Suite, IM, E-mail, PDA, Quickbooks
- Strong organizational skills with ability to multi-task and achieve required metrics with minimal supervision
- Innovative thinking, self motivated, competitive nature with aggressive desire to succeed
- Team player!

Please send resumes to careers@dataqdirect.com Subject "Account Executive/Inside Sales"
www.dataqdirect.com