

B2B Technology Sales

Join a Team Driven by Integrity, Customer Focus , and Excellence

For more than 20 years Affordable Business Systems has been recognized as a leading provider of business technology solutions throughout the Delmarva Peninsula.

Due to our ability to attract high quality professionals and continually reinvesting in resources and people, companies of all sizes trust Affordable Business Systems to handle their technology needs of the future.

Affordable Business Systems is committed to offering innovative and integrated product and service solutions that drive client efficiencies, productivity, and optimization.

If you are willing to embrace a sales process that works, initiate new business, are self-disciplined, can multi-task, are committed to personal and team success, have a passion for technology, and have strong comprehension abilities, we want to hear from you.

Based in Delmar, MD, Affordable Business Systems is Account Executives dedicated to ensuring long-lasting customer relationships. Account Executives are responsible to initiate new Business, manage existing accounts, and build a territory.

Learn more at www.affordablebusinesssystems.com

Affordable Business Systems is proud to offer its advantage package:

- Salary + Commission + Bonus
- Focus on organic growth and short-term opportunities for advancement
- Every member of our team is passionately invested in 100% customer satisfaction
- Major Medical, Dental Insurance,
- 401K
- Superior Products/ Services by industry leaders
- Excellent on-going training and improvement of sales skill sets
- Positive, inspiring and professional work environment

Requirements- WE WILL TRAIN...Extensive on-going training program:

- Out-going personality with dedication, passion, and a drive to succeed
- Innovative, self-confident, and self-motivated
- Eager to learn about technology and what it offers
- Excellent communication and great listening skills
- Desire to build long-lasting relationships
- Analytical and Consultative selling
- Ability to promote company image

- Ability to work within all levels of the organization

Responsibilities Include:

- Strong work ethic and a passion for technology, people and processes.
- Emphasis on New Business Development...we provide an effective system targeting best opportunities with letters, scripts, voicemails, and visits.
- Handle multiple priorities.
- Approach each day with a keen sense of self-discipline and urgency.
- Comprehend technology and how technology enables business productivity, efficiency and effectiveness
- Commitment to planning key activities conducive to growth.
- Take on the role of a true solution provider and trusted advisor to clients.
- Effective use of time management skills
- Effectively utilize provided technology to manage accounts (CRM tool)
- Prepare and deliver effective presentations to customers as needed.

Key Working Relationships:

- Reports to Sales Manager
- Collaborates closely with team members in sales as well as all departments.

If you are looking for an opportunity to join a growing industry leader, please email your resume today deanw@absofficepros.com