

Career Opportunity

Carolina Resources is currently seeking an experienced sales representative in the Columbia, SC area. Experience in computer hardware, cable, web services, and phone systems sales to small and mid size businesses a plus.

The ideal candidates will possess a varied sales background in business to business sales.

In this role, you will be tasked with prospecting leads and closing sales for existing and new customers that are searching for network integration services and support. Identify new opportunities and sell new products and services to existing customers as well as maintain customer satisfaction and identify ways to improve gross profit of accounts.

The ideal candidate will have at least 3 years' direct, outside sales experience with a heavy prospecting sales background to small and medium businesses in the Information Technology, Network Services, and Telecommunications area.

Maintaining professional/referral relationships with appropriate vendors and consulting communities. Developing and maintaining account relationships to maximize long-term sales opportunities and ensuring effective negotiation of contracts, terms and conditions, and discounts. Identifying the prospective decision-maker to close deals and finalize contracts.

This position requires PC proficiency, as well as excellent time management skills. Candidate must be able to work independently and should possess a very aggressive sales disposition.

Commissions are paid on hardware/ software sales, and services.

Resumes from qualified candidates will be accepted as word documents sent to rkeasler@carolinaresources.com. No phone call please