

Job Opening

Company: Global Touchpoints

Position: Tele Sales/ Sourcing

Job type: Inside Sales

Job description:

Seeking high energy individuals to make calls to prospects and set appointments for the sales team. Individuals with good phone skills and ability to call on senior management staff of identified organizations is a must.

Knowledge of technology products and services is a big plus. Prior experience in revenue generation thru sales will qualify for outside sales.

Successful individuals will qualify to work with the outside sales team and undergo extensive training in information technology solution sales.

Required qualifications:

Ability to make cold calls to select prospects Ability to use phone skills to set up appointments and product demos.

Ability to pursue call lists for target prospects and tap potential opportunities Ability to work the process diligently and obtain results Ability to make 50 calls on an average each day.

Aptitude to understand and articulate propositions in the field of information technology sales.

Additional information:

Individuals with prior experience in professional services sales and IT product/solution sales will be considered for outside sales.

Please contact:

naren.kini@touchpointsinc.com
925-899-0995