



## **IT Sales Representative – SMB Market**

Entry Level – IT Training Provided – Advancement Opportunities

### **About TGS:**

TGS is a full service IT consulting firm with specialties in all aspects of today's business environments; from Data Center hardware, software, security platforms to end-user devices. We have strategic partnerships with all major IT manufacturers (Cisco, EMC, HPE, DELL, Microsoft, VMware, etc) while having the in-house engineering expertise to design, procure and implement. We have a true customer centric philosophy that enables us to take on the trusted advisor role to provide an all-encompassing solution for your IT needs. Rather than performing one-off, tactical projects and piecing them together, we take a strategic approach. TGS will critically analyze the obstacles, then form the design and development, as well as a plan for future needs. For more information, visit [www.tgs-kc.com](http://www.tgs-kc.com).

### **About the position:**

If you are a motivated self-starter who wants to make an impact in our technology driven world, then TGS is a place you can call home. Our commission structures are uncapped and set up to reward the high achievers, while our environment is fast paced and full of energy.

Responsibilities will include:

- Establishes new accounts by planning and organizing daily work schedule to pursue leads on potential clients who match our target market.
- Focuses sales efforts by studying existing and potential volume of clients
- Keeps management informed by submitting activity and results reports, such as weekly meetings and monthly and annual quota analysis.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommends changes in products, service and policy by evaluating results and competitive developments.
- Maintains professional and expands technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in partner trainings.

### **Required skills:**

- Excellent verbal and written communication skills
- Strong organizational or project management skills and ability to multi-task
- Strong relationship building skills at all levels of potential business partner organizations
- Energetic, self-starting mentality
- Eager to grow and excel your career in IT

Apply online at <http://www.tgs-kc.com/company/careers/>