



**Location:** Calgary, AB

**Date Posted:** September 4 2009

**Date Expired:** December 15 2009

**Type:** Full Time

**Position:** Account Executive

**Department:** Sales

**Description:**

New Era Technology is an IT and Training solution provider. New Era Technology is a subsidiary of Netways, a global system integrator with offices in Dubai, Lebanon, Saudi Arabia and Calgary. We are looking for an Inside Sales Specialist to join our Sales team in Calgary to generate new sales opportunities and increase/build awareness of New Era Technology with existing/new clients.

This is a full time position with a complete benefits package. The position offers a base salary as well as sales commission and bonus.

**Responsibilities:**

- Manage major accounts and develop relationships on the management level
- Setup meetings with IT contacts in medium to large organizations
- Ability to communicate at the IT Management level
- Present, demonstrate and sell our training products and solutions to existing and new clients.
- Research the market, generate leads and identify opportunities
- Contact new leads in existing or new account, determine interest level, training readiness and budget availability
- Manage the sales process and the movement of the prospect through the steps of the sale process
- Accurately identifying where prospects are in the sales process and accurately forecasting when the sale will close
- Identify prospect needs and developing proposals
- Contract preparation, negotiating and closing the deal
- Reporting Forecasting: keeping management involved in the developments of major accounts
- Accurately projecting sales and value of deals.

**Qualifications**

- Strong background in IT



- Solution Selling experience
- Knowledge of a full sales cycle from prospecting to closing
- Strong telephone prospecting
- Proven ability to work independent and in a team environment
- Strong analytical and problem solving skills
- Ability to consistently meet sales quota
- Ability to communicate to the decision makers
- Excellent relationship building / managing skills
- Excellent written and verbal communication skills
- Working knowledge of Microsoft Office
- Knowledge of Microsoft Products and Technologies: .NET, SharePoint, Exchange, Windows Server.

**How to Apply:** Please email a copy of your cover letter and resume to [resume@neweratechnology.com](mailto:resume@neweratechnology.com)