



Senior Sales Representative

POSITION TITLE: Senior Sales Representative

AKA: Direct Sales, Network Sales, Technical Sales

OVERALL JOB DESCRIPTION:

Recently selected as one of the Top 100 Global private companies by Red Herring Magazine; PCN Technology, Inc. (PCN) is one of Southern California's most innovative networking companies. PCN is currently hiring for an experienced "Senior Sales Representative" to join our sales team to assist in seeking and closing new business opportunities, as well as assist existing customers with technical product and application issues. This position is an integral part of the overall business development identification and qualification of sales opportunities.

PCN Senior Sales Representatives are the primary account management for PCN customers. Sales Representatives are responsible for actively driving and managing the defined PCN sales process, working in conjunction with the entire PCN sales team as the key account manager and product advocate for PCN products. The Senior Sales Representative must be able to articulate value proposition, product positioning to both business and technical users. The PCN Senior Sales Representative also must be able to quickly identify point problems within potential customer accounts, explain PCN value proposition of products & services while assuring complete customer satisfaction through all stages of the sales process, and must be able to establish and maintain strong relationships throughout the sales cycle.

PRIMARY JOB RESPONSIBILITIES:

The role of an experienced Senior Sales Representative is to drive the sale of PCN's suite of products & solutions, within a defined North American sales territory to B2B customer accounts.

The Senior Sales Representative will actively work in a complete team environment to manage their territory and ensure customer success across the board.

Daily Activities include but are not limited to proactive outbound calls, email communications, and web demonstrations to potential new customers; as well as managing inbound phone calls and email inquiries with the expectation of creating, advancing, and closing revenue opportunities for PCN and your assigned territories.

Job profile:

- Work closely with team members to achieve or exceed assigned sales revenue quota
- Drive New Product & Professional Services revenue with existing and new clients
- Efficiently & effectively conduct needs assessment at various levels & within multiple customer groups (technical, line of business, executive)
- Communicate the benefits of PCN, and the benefits of the products in the portfolio
- Accurately manage, track, and precisely forecast revenue opportunities

Qualifications: Experience, Accomplishments, Skills

- 4 - 6 years of relevant technical sales experience in the networking industry (network infrastructure).
- Success in defined technical sales processes (i.e. infrastructure networks)
- Exceptional organizational, process management, strategy, pre-planning, telephone sales and interpersonal skills a must.
- Ability to create & assess sales opportunities in existing customer & prospective customer organizations.
- Ability to identify point problems within specific customer opportunities and networking markets of all types
- Ability to understand and effectively communicate all PCN product offerings to customers and prospects.
- Highly self-motivated, results-oriented, high-integrity sales professional

- Must be able to work on and complete multiple revenue & non-revenue projects simultaneously.
- Demonstrated track record of success in achieving and exceeding assigned revenue goals.
- Proven excellence in all methods of communication (strength selling in-person & over the phone required)
- Strong sense of accountability
- Prior cold-calling experience in a high tech environment to quickly highlight value proposition and assess needs.
- Proficiency using sales automation tools.
- Must be able to work well under pressure, travel as needed, manage competing priorities, and meet deadlines.
- Thrives in a team environment and is a self-starter who takes initiative.
- Bachelor's Degree, Technical Certifications preferred, Engineering/Networking degrees a plus.
- Must be able to work in San Diego, CA HQ location

Ideal candidate must be self-motivated with a proven track record in “networking technology / product sales” and knowledge of “networking technology”. Candidate must be comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base. Must possess strong presentation skills and be able to communicate professionally in written responses to emails, RFI's, RFP's and RFQ's; and when submitting reports. Individual must be organized and analytical, able to eliminate sales obstacles through creative and adaptive approaches. The candidate must be prepared for extensive travel.

SALARY: Commensurate with Experience and Education / Competitive

HOW TO APPLY: *No Phone Calls Please.* Please send all resumes to: christin.mims@pcntechnology.com

(Please Send a Cover letter, Resume and appropriate information to highlight KSA's)

APPLICATION DEADLINE: Open until filled.

FOR MORE INFORMATION CONTACT:

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