



STRATEGIC JOB ADVERTISEMENT – CORKAT DATA SOLUTIONS

JOB TITLE:	Outside Sales Professional	STATUS:	Exempt
SALARY:	\$45,000 to \$50,000	HOURS:	Full-Time (40)
DATE WRITTEN:	October 26th, 2018	DEPARTMENT:	Sales

Discovering Opportunities. Closing Deals. Improving Your Lifestyle.

We are CorKat Data Solutions, a strategic provider for Data Center and Managed Service Technologies to businesses both within Colorado and across the United States. Our mission is to leverage cutting edge technology strategies, to improve the operational efficiencies of our supported clients and customers. To execute this vision, we define the pathways and milestones we need in order to succeed.

And this is where a person like you, may be exactly who we need.

CorKat Data Solutions is actively recruiting for an **Outside Sales Professional**, whose primary focus is to develop Sales Opportunities into Closed Sales Commitments from businesses who can benefit from our unique service offering. The following skills will excel in this position:

- Proven History in Lead Generation, in Finding New Sales Prospects
- Proven Experience in Tracking Prospective Clients within a CRM
- The Ability to Learn our Proven Sales Methodology & Consistently Apply It
- A Strong History in creating Strong Business Relationships in Clients
- A Track Record of Exceeding Sales Performance Expectations
- Previous Experience with B2B Sales with Telco, Hardware, Software or IT Services

Why would You want to work with Us?

We go beyond Medical, Dental and 401k Benefits, we contribute to your Growth and Success by investing in Training with World Class Sales instructors. With an employer commitment to developing our team, in and outside of their roles; we are setting the stage for individual and professional success. Our ideal candidate will be shown our comprehensive compensation plan, so that you know how to earn like a Sales Pro from Day One, too.

Ready to claim this opportunity?

Let's face it: **Opportunity waits for no-one.** If this role sounds like what you're looking for, Apply. If you're a High Yield Account Manager, that is ready to commit to career evolution; APPLY. Make sure your resume lauds your experience, background and history of performing in Business to Business sales roles.



Job Category: SALES & BIZ DEV

Employment Type: FULL-TIME

Compensation Range \$40,000 (MINIMUM) \$50,000 (MAXIMUM) USD YEARLY

Plus Commission

(Adjusting the base, will help us teach the AI in the ZipRecruiter platform – that we want applicants who define these criteria in their profiles. Doesn't mean we have to pay these values, it just tells applicants we're willing to play ball within these parameters.)

Skills:

- B2B SALES
- CLOSE SALES
- CONSULTATIVE SALES
- DEVELOP SALES LEADS
- FIELD SALES
- FULL CYCLE SALES
- GENERATE SALES
- INSIDE SALES
- OUTSIDE SALES
- REGIONAL SALES
- RELATIONSHIP SALES
- SALES EXECUTIVE
- SALES LEADS
- STRATEGIC SALES
- TECHNOLOGY SALES

Please send resume to TCrites@CorKatData.Com with "Sales Executive Position" as your subject line.