

Aloye Computer Enterprises

JOB INFORMATION & DESCRIPTION

Position Title **Part-Time Contract Solution Sales Executive (Commission Based)**

Position Summary:

The Part Time Solution Sales Executive is responsible for having a general understanding the scope and range of IT Solutions offered by Aloye Computer Enterprises and is tasked with identifying and performing all tasks required for prospecting and establishing contact with prospective customers to introduce the company, analyze the needs of the prospective customer, and ultimately moving the prospective customer through the various sections of the sales cycle to the point where the customer is interested in discussing the details of the services, purchase prices, and contract options.

The Part Time Solution Sales Executive will cold call potential customers, and perform whatever sales and prospecting tasks are necessary to identify, contact, and set appointments with potential customers, with the objective of entering into preliminary discussions regarding prospective customer IT needs with the the goal of selling Aloye Computer Enterprises solutions to meet those needs.

Position Responsibilities:

Essential Functions

1. Ability to work independently, with minimal to no supervision
2. Ability to identify and perform all tasks related to identifying, contacting, and speaking with potential customers.
3. Must have a personal computer or MAC
4. Must have a telephone
5. Must have internet access
6. Must have basic word processing software applications and any other software you will use for identifying and communicating with prospective customers.
7. Company Email will be provided
8. Must be able to perform any and all actions related to searching for and determining prospective customers
9. Must be able to contact prospective customers by phone, email, or in person

10. Must be able to identify and perform whatever communication and pre-sales activities are required to discussing with the prospective customer what their IT needs are, including finding out as much as possible about how they currently meet their IT needs
11. Must be able to identify and perform whatever communication and pre-sales activities are required to propose how Aloye Computer Enterprises could better meet the prospective customer's IT needs in a manner that is more cost effective than their current situation
12. Must be able to identify and perform whatever communication and pre-sales activities are required to get the customer to the point where they are ready to discuss the details, options, costs, and potential contract items of an Aloye Computer Enterprises IT Solution Package.

Non-Essential Functions

1. Any other duties as assigned

Education and Experience:

1. Significant Experience in A Sales Related Field is Required
2. Significant Experience with All Aspects of the Sales Process is Required
3. Excellent Interpersonal Communication skills are Required
4. An Associate's or Bachelor's Degree is Desired but not Required

Minimum Knowledge, Skills, and Abilities:

1. Knowledge of Principles & Practices of B2B Sales
2. Ability to use a computer for sales prospecting and communication purposes
3. Ability to speak clearly and use a telephone for sales prospecting and communication purposes
4. Ability to create and maintain prospecting records and provide reports on who was prospected, what was discussed, and any status updates related to the communication cycle for each prospect
5. Ability to communicate effectively both orally and in writing.
6. Ability to gather and analyze data, develop logical conclusions, and make sound recommendations.
7. Customer oriented attitude with a proactive approach.

Physical Demands:

1. Ability to speak, type, and sit for extended periods of time using a computer and telephone to perform pre-sales prospecting activities

Working Environment:

1. Most work is performed in your home or home office unless you determine you need to meet with a prospect

Pay and Income:

1. This is a **part time commission position** which means if a sale is made, you receive a pre-determined percentage of the profits.
2. This job is not a salaried position. This job does not pay an hourly wage. You do not receive a weekly pay check. Pay is solely commission based.
3. This job is 100% workable on your schedule. You can choose to work 7 days a week 10 hours a day, or you can choose to work 1 day a week for 3 hours a day. You can work any number of hours any number of days you like. Your schedule is dynamic in the sense that it can be whatever you want it to be. Your success is solely up to you.
4. If your work results in a sale, you can get paid up to as much as 50% of the profits depending on the size of the contract and nature of the work. This means that your commission could range anywhere from a few hundred dollars to as much as \$10K or \$20K depending upon the solution sold and the term of the contract. Once the customer remits payment to Aloye Computer Enterprises and begins receiving services, you will be paid your pre-determined commission fee.

This job sounds like a perfect fit for my needs, what do I do next?

1. Submit a cover letter and copy your resume to Aloye Computer Enterprises at HR@ALOYECOMPUTER.COM you can also fax a copy to us at +1.610.743.8447
2. Applicants must be US Citizens or US Permanent Residents. You must physically reside in the continental 48 states.
3. If hired, you must be willing to submit to a background check and employment verification

Aloye[®]™ Computer Enterprises

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