



New JOB POSTING: Sales Consultant

Harbor Networks Inc. is a leader in delivering voice hardware/software, network design, carrier, and managed service solutions to the mid-size business market. We design, implement, and support IP telephone systems and IT infrastructures. Our key partnerships are with industry leaders, including ShoreTel, Extreme, Cisco, Lifesize, Ruckus, Fortinet and Verizon. The HN team offers solutions that are the most advanced and reliable in the industry. We take time analyzing customer needs so we can recommend the most efficient and cost effective way for them to accomplish their goals.

POSITION SUMMARY:

We're looking for a results-driven sales representative that will actively seek out and identify New Prospects. You will lead discovery conversations and collaborate with Harbor Networks Solutions Engineer to develop complete and appropriate telephony solutions for each client or prospect in order to boost top-line revenue growth, new logo acquisition levels and profitability.

The Sales Consultant will be responsible for selling the complete Harbor Networks product line including Mitel, Extreme, Ruckus Wireless and Data Switching, Fortinet, Collaboration, Network, and Cloud based UC systems.

Essential Duties and Responsibilities:

- Develop, present, and sell unified communications products/services to prospective customers
- Pro-active, hunter type of mentality to engage net new customers
- Establish and maintain positive client relationships
- Identify and develop referral partners and sources for new leads
- Reach potential customers through cold calling, networking and other efforts
- Expedite the resolution of client issues and concerns to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Supply management with reports on: Weekly Activity, Forecasting, Sales Funnel Growth, Customer needs, problems, interests, and competitive activities
- Engage clients with a full solution approach that best fits their current and future needs
- Demonstrates excellent understanding of the position. Discovery and commitment questions that turn product features and company services into solution benefits for prospects and customers.
- Excellent time management skills.
- Excellent questioning and presentation skills.
- Works with service management and sales management to negotiate contract terms.
- Works without supervision in qualifying new leads and developing effective strategies for accounts.
- Excellent sales call planning skills as it pertains to on-site sales visits; effectively, brings appropriate resources to support onsite visits to influence buyer's decision cycle.
- Develops effective rapport with influencers and decision makers within the customer base.
- Works effectively with other Sales partners depending upon the nature and scope of the sale, especially across territories on major account

Qualifications:

- Bachelor's degree or equivalent combination of education and experience.
- Proven track record of success, selling at a competing technology firm.
- Experience in outside sales.
- Experience with selling IP communications, data center, network, wireless, hybrid cloud solutions.
- High Level understanding of Call Centers and Network Infrastructure
- Proven success managing a large territory, including demand generation, forecast, and quota attainment.
- Strong technical and business acumen with the ability to understand and assess business drivers and serve as trusted advisor to the customer.
- Aggressive self-starter ability to communicate and translate products into business strategies that create demand.
- Strong verbal and written communication skills, positive attitude, professional appearance, understanding of sales process, industry knowledge, well organized, dependable, and excellent listening skills.
- 3+ years selling UC or SaaS, proven track record

We are always looking for people with the right attitude to help Harbor Networks Continue to grow. With multiple years of experience and knowledge of the business communications marketplace, we can offer a rewarding environment to learn about the industry and further your career. Please contact Chris Gioffre to inquire or setup an interview. chrisg@harbornetworks.com 508-652-3040