

SALES REPRESENTATIVE – HOUSTON, AUSTIN, LONGVIEW, TYLER

Location: Houston, TX, United States

#huntermentality #passionateforsales #wantstowin

TLC Office Systems is Houston's largest independent dealer of office technology! Our complete product portfolio is proven to lower costs, increase productivity, increase efficiencies and enhance workflows in offices across Texas. We are seeking a dynamic, energetic, self-starting individual with an attitude to win to join our Sales Team!

This position is primarily responsible for prospecting, coordinating and directing technology sales activities utilizing all available resources to provide the best customer care possible. Ideal candidates will need to provide the leadership and motivation to create an atmosphere conducive to increasing sales volume. Sales Account Representatives are responsible for conducting sales presentations, making sales calls, and meeting sales objectives within an assigned sales territory. One of TLC's mottos is "Train, train, train!" – and with our products & sales platform, we help build your goals.

Employment Type: Full-Time

Benefits Offered: Medical, Life, Dental, Vision, 401K, Sales Contests & Bonus opportunities

Salary: \$36,000 Base starting salary PLUS commission (First year annual average income is \$70,000 - \$80,000)

Responsibilities:

- Develop and execute a territory lead generation plan, achieving/exceeding sales quotas
- Present and sell company products and services to new and existing customers
- Prospect and contact potential customers within an assigned territory
- Resolve customer inquiries and complaints
- Set follow-up appointments to keep customers aware of latest developments
- Develop presentations and present customer solution proposals to customers

Qualifications:

- Previous experience in sales, customer service, or other related fields
- Familiarity with CRM platforms
- Ability to build rapport with clients
- Strong negotiation/closing skills
- Deadline and detail-oriented

About TLC Office Systems: TLC OFFICE SYSTEMS is Houston's Largest Independent Dealer of office equipment and office supply with an extensive product offering: Sharp MFPs & Copiers, KIP Wide Format Printing, Business Phone Systems & Carrier Services, FP Mailing Solutions, Printers, Managed Print Services, IT Support, Office Furniture, as well as Office Supplies.

We are a proud, heartfelt company, committed to being represented as being a business with great service, fair pricing, and most of all customer loyalty. Employees find a fun, family-oriented atmosphere with opportunity for growth, as well as recognition and rewards for excellence.