About Us:

TekMonks is disrupting the IT industry by offering cutting edge solutions in everything from true AI Cybersecurity to custom built software for our clients. We are consistently bringing our clients innovative software solutions today that is the technology foundation of the future.

About you:

Do you want to work for an organization that is well established in the Asian markets and is currently working on expanding our footprint in North America?

Are you someone who is passionate and driven about selling the best technology solutions in the market?

Are you excited to work with an organization you can grow with?

Are you interested in being part of a company that is ACTUALLY ahead of the curve?

Key Responsibilities:

- Develop relationships with C-Level business and technical decision makers.
- Creating and developing new sales opportunities with consultative selling skills to close complex sales within multiple verticals and territories.
- Build and develop a network to share information and to cultivate prospects within.
- Utilize industry knowledge to identify key trends within the industry in order to find customer needs that can turn into a sales opportunity.
- Developing and implementing a sales strategy from prospecting to closing to achieve desired business outcomes.
- Maintain working relationships with existing clients to ensure continuity of exceptional service.
- To learn and utilize in depth knowledge about our products and services in the sales processes.
- Must have field based knowledge that will allow you to demo our products and handle objections and comparisons against the competition.
- Coordinate with sales team within the organization to ensure company quotas and standards are met.

- Work with internal Marketing team to ensure the presentations needed are developed to brand standards.

Key Skills & Experience:

- Creating and executing a business plan to ensure sales goals and quotas are achieved including developing a healthy pipeline of qualified opportunities.
- Candidate must have proven experience in building a healthy pipeline of qualified leads and driving through complex solution sales scenarios and a demonstrated track record of closing large deals to exceed annual quota targets.
- Ability to build trusted relationships to understand customer business strategies while presenting business value and ROI to demonstrate value and the impact of TekMonks software on our clients.
- Must be confident and able to deliver presentations to C-level sales audiences and be able to represent the company at industry and/or customer events as a subject matter expert.
- Experience working with a virtual team that will aid in integrating sales and marketing strategies to drive demand generation.
- A successful candidate must be results-oriented, proactive, confident, possess the ability to deal with deadlines and pressure, have demonstrated skills in solution sales.
- The candidate must also have strategic planning skills, excellent communication, virtual-team engagement experience, time management, negotiation & presentation skills.
- The position is based in the United States
- Some Travel is required.

Required Qualifications:

- BS/BA degree, MBA preferred or equivalent sales experience.
- 5+ years experience selling technology solutions in B2B sales in an outside or direct sales environment

Compensation:

Highly Competitive Base Salary + Commission + Benefits