

B2B Inside Telecom Sales Account Representative - (Dubuque, IA). Selling Data, Voice and Internet Services in an assigned geography.

CS Technologies, Inc., a subsidiary of Central Scott Telephone in Eldridge, Iowa, is looking to hire an experienced B2B Account Representative for Inside Sales. If you are energetic, goal oriented and can show us a proven track record in sales then we are looking forward to hearing from you.

The Key to Your Success:

Demonstrated success in B2B Inside sales to end-user customers, including strategic and small to medium sized customers.

- Experience utilizing CRM software – Salesforce.
- Maintain a high level of sales activity including prospecting, needs assessments, application development, proposal generation, negotiation and post-sale follow-up for additional lead sources.
- Ability to prospect by phone to qualify new Account opportunities in an assigned territory.
- Take ownership in developing the revenue potential of your assigned territory focusing on success.
- Maintaining a professional relationship with all customers and team members.

What We Are Looking For – Qualifications:

- 2 year successful B2B experience - required.
- Effectively multi task while building and maintaining a sales pipeline - required.
- Initiative to learn a new industry & apply these skills in the assigned territory - required.

What we Offer:

- The opportunity to work for a small company where your contributions towards growing the business are seen each day.
- Salary plus commission, complete benefits package including Medical, Dental and Vision, short and long term disability and 401 K with company contribution.

Equal Employment Opportunity:

Every decision made at **CS Technologies** concerning hiring, promotion, compensation, training, assignment of job responsibilities, termination, or any other aspect of the employment relationship is to be made without regard to any legally protected characteristics such as race, color, national origin, religion, sex, age, sexual orientation, marital status, physical or mental disability, veteran's status, or other characteristics protected by federal, state, or local laws. **CS Technologies** strives for a workplace free of unlawful discrimination and harassment, including but not limited to racial, sexual, ethnic or religious.

Organization: CS Technologies

Work Location: CS Technologies office at 190 Main Street, Dubuque, IA 52001

Job: Account Representative – Inside Sales

Hours of work: Monday thru Friday 8:00 AM - 5:00 PM

Please EMAIL cover letter, resume and salary history to hr@cstech.com