

International Computer Concepts Inc. Sales Representative

Job Description

We at ICC are looking for a Sales Representatives to join our sales team. The Sales Representative will be responsible for generating new sales leads and produce sales. Our sales are primarily B2B. We are looking for a recent grad with excellent communication skills that also has basic to advanced knowledge of computer hardware. The Sales Representative will pursue sales opportunities, be knowledgeable about our server products, and assist the management of ICC with other sales-related and administrative tasks.

Base salary and commission as well as end of the year bonus will be based on performance. ICC pay's 80% of medical as well as common company benefits. This is an excellent opportunity to jump-start your career in a vibrant and growing technological industry.

Responsibilities:

- Pursuing sales leads.
- Suggesting hardware/ software solutions for clients, based on their needs.
- Creating price quotes for customers.
- Maintaining customer/vendor relationships.
- Maintain customer accounts and communicate with existing customers on an as-needed basis.
- Under supervision of Supply Chain manager, maintain vendor relationship with the suppliers to ensure timely availability of the system components and parts.

Requirements

- Must have excellent communication and people skills.
- Knowledge of computer hardware, especially server technology, is strongly preferred.
- Must work well under pressure.
- Must be willing to sometimes work long hours.

How to Apply

Please send your resume to HR@icc-usa.com to apply for this position.