

High-End Technical Sales Consultant – Substantial Earning Potential with Strong Career Growth!

Close a really large deal and buy yourself a new car!

(No, this is not a “*dial-for-dollars*” telemarketing position dressed up with flashy job-ad hype hoping you will contact us for the pitch ... this is the real thing)

If you're looking for an opportunity as a high-end technical sales consultant with ongoing learning, enjoy a challenging and fast-paced work environment and like making exceptional money in the process ... then take the next few minutes to learn about an opportunity with Optrics Engineering.

You will be connecting with IT managers, CTOs and CIOs in a consultative role to discuss their current IT challenges and offering them solutions to address these needs.

Benefits of the Position:

- **Job Security / Stability:** Business-to-business IT sales offers substantial long-term career and income security simply by staying in front of emerging IT trends that are constantly driving new sales growth.

The world runs on IT and even in times of shrinking budgets and economic slowdowns, IT is an industry that continues to grow. IT is one of the last departments to lose funding before the lights get turned off as today's reality is that an organization with no functioning IT department is an organization that does not function. Period.

- **Client Contacts:** Our multitude of websites generate an ongoing stream of qualified prospects looking for assistance. There is truly no cold calling required with this position as our flow of inquiries combined with our database of thousands of existing clients keeps us far busier than we have the time and resources to properly manage. This is why we need help today.
- **Base Salary + Uncapped Commissions:** We guarantee a base salary plus you'll also start earning commissions immediately. Enjoy the security of regular income and the opportunity to earn more as you close client business.
- **Team Environment:** Think cooperative competition but absolutely team based so you are never left on your own to sink or swim. You succeed – we succeed.
- **Fast-Paced Environment:** Our work environment is stimulating and fast-paced because of the rapidly growing demands in our business and the IT industry.

- **Lunch & Learns:** We run weekly training sessions with our vendors and internal IT staff to ensure that our sales team keeps up with the latest technologies they are selling.
- **Sales Training:** If you have the ambition to become great in sales, we will provide you with the training. Our sales training program has proven effective for both new as well as experienced sales reps.
- **Entrepreneurial Environment:** As a member of our team, your input will contribute to our growth every day through your ideas, passion and energy.

If you like the idea of working in a fast-paced, entrepreneurial team-environment, with an open-ended income opportunity, apply now by sending us a cover letter and resume to employment@Optrics.com.

Company Background:

Optrics Engineering is a licensed engineering firm specializing in network hardware, software consulting and training solutions coupled with a successful Internet-based technology-marketing company.

- In business since 1995
- Ranked as Canada's 68th fastest growing company in the 2008 Profit 100 Rankings after previously making the Profit 100 list in 2006 & 2007
- Also ranked #14 in Alberta Venture's 2007 "Fast 25 Under \$20 million"
- We work with all major verticals throughout North America from Fortune 500 companies to government, military, education & healthcare
- Friendly and professional yet we're known to share a good laugh on a regular basis

Performance Profile:

Your primary duty will be to interact with clients by phone and by email to discuss their needs, assess what technologies are most suitable and offer them solutions.

The position will involve:

- All aspects of the technical consultative sales process including introducing clients to new technologies, education of the client, product demonstrations, product evaluations, quote preparation, post-sales follow up and ongoing relationship building.
- Sales cycles may be as short as a few minutes such as when clients are simply looking for final assistance before making a purchase to multiple months when a budgeting and

evaluation process must be followed. Being able to establish and change your time horizon for each opportunity as needed is important.

We will assist you in developing a personalized program including sales training (if required).

Don't worry if you lack a technical background as Optrics provides dedicated technical support specialists at all points in the sales cycle. Think of yourself as the conductor versus being a soloist musician.

All sales are business-to-business without the normal challenges of retail and Optrics has a highly reputable portfolio of IT solutions and services for you to offer to clients. You are never on your own without resources and will always be part of our cooperative team who also benefits from your success.

Keys to Success:

To succeed in this position we are looking for:

1. Your ability to talk to people, assess their needs and build a strong relationship where they are comfortable doing business with you
2. Fluency in spoken and written English
3. Solid established computer and organizational skills
4. A post secondary degree or diploma
5. A high degree of motivation and discipline
6. 5 or more years of established work experience but not necessarily in IT (one of our most successful members in fact started with no IT experience or IT knowledge at all, just solid people skills and the desire to succeed)

If you have what it takes to succeed and would like to apply ... why wait! Submit your cover letter and resume to employment@Optrics.com.

Salary & Benefits:

We provide a base plus an uncapped commission structure.

Since the position is strongly commission based, proven performers with talent, drive and existing experience can realistically achieve five figures per month and six figures per year in this industry once established.

Plus, you get free parking!

How the Hiring Process Works:

If you like what you have read and would like to submit your resume for consideration please email us at employment@Optrics.com. This opportunity comes about due to a team member leaving after 7 years so it may not be open for long!

Kindly provide us with:

1. A copy of your resume
2. A cover letter explaining why you think you're qualified to join us at Optrics and why you would be successful if we invite you to join our team.

After you submit your application, your resume and cover letter will be forwarded to our Business Manager for consideration. Within a week of submitting your resume, you will receive an email asking you some initial questions about your application followed by a telephone interview. If we wish to pursue things further you will be called in for a minimum of two face-to-face interviews ... or you will receive a notice that your background and experience do not meet our requirements.

Get out of the daily rat race by building yourself a stable, long-term and rewarding career at Optrics!

- The Optrics Engineering Team

P.S. We try to offer feedback to everyone who applies, so if you're "on the fence" about submitting an application you've got nothing to lose if you send your cover letter and resume to employment@Optrics.com!