

Position: IT Sales Representative (with Growth Opportunities)

About the Opportunity:

We're looking for a few career-minded, growth-oriented individuals to make a real positive impact on our bottom-line. [Optrics Engineering](#) offers a unique environment that fosters individual growth and rewards performance. Everyone here wears many hats and gets exposed to a variety of challenges. You'll be working with an award-winning team with an impressive track record.

Help Optrics Engineering succeed by doing your part as an **Inside Technical Sales Representative** who:

- Generates revenue
- Develops sales opportunities
- Closes new accounts
- Develops accounts
- Updates sales techniques and product knowledge

Qualifications:

- Keys quantitative and qualitative data with speed and accuracy into our CRM.
- Delivers superior customer service.
- Ability to develop and maintain strong working relationships.
- Excellent people skills. Interacts effectively and works productively with a wide range of people.
- Has created lasting and successful relationships with clients.
- Closes the sale by addressing customer concerns, demonstrating empathy, and consistently moving the customer towards commitment.
- Has a proven track record of exceeding sales quotas and market share goals.
- Develops new account prospects through calling leads, handling call-ins, and soliciting referrals from current clients.
- Develops current clients by staying in touch and helping them solve additional networking issues as well as completing their yearly service agreement renewals.
- Understands technical issues and can leverage previous technical experience to solve technical problems.
- Presents a professional, positive image that reflects well on the organization.
- Formal education or demonstrated experience in technology, engineering, software development and/or prior or existing IT sales and consulting are a strong plus but not necessarily required.



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About the Company:

[Optrics Engineering's](#) primary focus is to help our customers solve network related problems whether it be concerning [security](#), [monitoring](#), [management](#) or [optimization](#). Put another way, after an organization's CEO stops yelling at their IT people because they are getting too much Spam or their Internet connection is too slow we are the ones the IT department usually calls first!

Optrics works with all major verticals from local business to Fortune 500 companies plus government, military, education and health care. A small cross section of our clients may be found at www.Optrics.com/company.aspx.

About the Community

You'll be living and working in Edmonton, a fantastic city that has a strong economy, property value appreciation, a diverse population, top-notch public schools, convenient public transportation, and is within a four hour drive of the Rocky Mountains. Edmonton offers a wide range of cultural and recreational opportunities such as first-rate museums and art galleries, city events and festivals, mountain biking trails, plenty of city parks, numerous golf courses, ski resorts, university & college sports teams, professional football, and professional hockey.

> For more information on what Edmonton has to offer please visit: www.MoveToEdmonton.com

*Local applicants encouraged to apply. All resumes are held in confidence. Must be eligible to work in this country.

How To Get In Touch With Us

If you are interested in this opportunity please send a copy of your resume with appropriate cover letter to Employment@Optrics.com offering us your reasons why you think you would be a good fit at Optrics Engineering. Inclusion of references is optional.

Thank you for your time in reviewing this opportunity and we look forward to making contact with you if you are the person suitable for succeeding at this challenge.

- Optrics Engineering Human Resources