

## **JOB POSTING: Outside Strategic Sales Representative**

AVAILABLE: Immediately (August, 2022)

LOCATIONS: Fresno, California  
Sacramento, California Bay  
Area, California

### **JOB RESPONSIBILITIES:**

Global CTI is a highly successful integrated communications technology firm headquartered in Bakersfield, California with clients across the State. We seek well-qualified sales professionals in Fresno, Sacramento, and the Bay Area to manage existing customer business and aggressively grow these territories.

### **Job Description:**

- Work as a team and report directly to the VP of Sales
- Understand and manage the Sales cycle: prospect, qualify, develop and close leads
- Seek, find and convert decision makers through outbound sales efforts
- Articulate GCTI's technology solutions and their benefits to prospects
- Nurture existing customer relationships and grow revenue
- Work from your home office with the ability to have private, professional conversations and video calls with our internal team and your prospects
- Demonstrate authenticity and represent the Global CTI brand well at all times

### **Job Requirements:**

- 5+ years of sales experience, at least 2 of those in the field
- Working knowledge of IT technology and/or concepts extremely helpful
  - Emphasis on hosted and prem-based communications knowledge
- Strong consultative and communication skills
- Know how to explore customers' needs and discover opportunities
- Adept at using Microsoft Office Word, Excel, Outlook and PowerPoint
  - Hubspot CRM experience is a plus
- Should have an entrepreneurial spirit and self-driving motivation
- Must have incredible focus and organizational skills
- Enjoy working as part of a remote team in a vibrant culture with like-minded people
- Travel as needed to close sales and ensure warm handoffs to Engineering and Support

Our sales team is backed by engineering and marketing support, as well as a protected account base. Annual base salary plus commission averages \$125,000 plus a generous company benefits package that includes medical, dental, vision, and 401K plans plus paid vacation, sick time and life insurance. If you're seeking a high-demand, well-paying career opportunity, we want to speak with you today! Contact John Richardson, VP of Sales at 661.716.3701 or via email at [JRichardson@gcti.com](mailto:JRichardson@gcti.com)