

## **Job Description: Sales Executive (SE level 1)**

- \* \$50-60 K Salary
- \* Monthly Commissions of \$3500.
- \* Total Compensation at full yearly quota \$92,00- \$102,000
- \* (Opportunity's for Bonuses are possible based on Job Performance)

Full Time Permanent Position

Hours of Work: 8:30 am – 5 pm, this many vary depending on customer meeting requirements. Flexibility is essential.

About Epik Networks

At Epik Networks, we customize and implement the world's most advanced communications' platform. Our Focus is on Business clients; Small, Medium and Enterprise. Our clients are Local, National, North America and Globally. Our Mission is to maximize the effectiveness of our client's communication, collaboration, and interaction with their customers and staff. We enable remarkable business success ...every day.

### **Experience Required:**

- \* 2-4 years, sales Telecommunications Minimum Experience is Converged Telephony would be a great asset
- \* Past success in a Sales Hunter role is mandatory
- \* Microsoft experience is required Excel, Word and Power Point.
- \* Experience with salesforce.com CRM or other CRM would be very valuable

### **Overall Responsibilities;**

- \* This is a Pure Hunter Role, you will be acquiring new business customers.
  - \* Depending on your experience you may be asked to focus on a specific vertical. However, there are no geographic territory boundary.
- \* Creating, implementing and managing a business plan with the National VP of Sales is mandatory

### **Epik' goals for a SE (level 1)**

- \* Achievement of profitable results for the company through net new sales with approved margin expectations
- \* Expand and develop business within assigned territory.
- \* Generate new revenue from new customers.
- \* Maintain up to date Market information and sales skills.
- \* Maintain all customer information and sales forecast with in the CRM Salesforce.com as provided by Epik
- \* A successful candidate will need to provide prospecting plan that utilize your skills.

### **Key Traits will include (but will not be limited to)**

- \* Customer Service: Effectively manage relationships with the customer and Epik staff.
- \* Achieving monthly sales projections.
- \* A team worker that has a proven track record in working with in a multi-faceted office environment. A successful candidate will show that they are a “team player with both customer and internal Epik Teams”
- \* Working with others to achieve objectives.
- \* Proven relationship-building skills.
- \* Ability to work independently as well as build relationships with staff.
- \* Ability to work well under pressure.

### **What to Expect from the Role**

- \* You’ll work from our Toronto Head Office in Yorkville with successful growing sales team. And while you’re an AE (level 1), we’ll teach and coach you about Epik’s unique technology and abilities.
- \* Customer meeting will be required off site and you will use your own car. (mileage will be provided)
- \* You will report to The National VP of Sales as your Sale Manager. Who will in turn work with you to reach your personal and professional goals!

A Successful AE (Level 1) are highly organized, strategic thinkers, self-motivated Intermediate Telecommunication Sales professionals that exude infectious, positive attitude daily, especially in the face of rejection. They have a natural work ethic with a “let’s get it done” attitude and a true willingness to grow their Sales Skills in the Telecommunications Industry

Job Type: Full-time