

Zumasys Solutions Consultant

Summary:

“Providing on-demand and on-premise infrastructure solutions complimented with world class support and refined by years of experience”

Solving business problems is at the core of what we do and, as the face of Zumasys, your job is to represent our brand by building relationships with our customers. To be successful as a Zumasys Solutions Consultant you must be able to make friends quickly; retain information; juggle numerous, often-opposing tasks; be self-motivated; and above all you must be passionate! Zumasys is a fast-paced organization with many moving parts but, if being challenged is what you enjoy, this is the place for you. Enjoy the satisfaction that comes from helping customers use technology to make their companies more efficient, profitable and successful.

Primary Responsibilities:

- Gain and maintain new and existing client relationships.
- Develop and deliver consultative recommendations on core infrastructure technologies.
- Work with Zumasys Engineers to architect custom technology solutions that solve business problems.
- Engage in consistent relationship with clients through both phone and onsite meetings.
- Forecast and deliver consistent Sales/GP goals on a monthly, quarter and annual basis.
- Perform key tactical sales tasks (outbound calls, quotes, meetings) as a means to meeting Sales/GP goals.
- Engage in ongoing technology training and certifications.
- Work diligently as a member of the team responsible for covering the operating expenses of the company.
- Build strong relationships with the Zumasys Technical Support and Services Teams to help ensure that the customer is always glad they chose Zumasys.

Core Solutions:

- Application Hosting
- Storage/Virtualization
- Disaster Recovery/Business Continuity
- VoIP (Shoretel)
- Web/Windows Application Development

Qualifications:

- Experience in a sales or sales-related position.
- Direct Sales, Telemarketing, Waiting Tables, Customer Service may all apply.
 - Our most successful sales reps have come from outside the technology-sales industry.

The Must-Haves:

- Passion--for technology, learning new things, people, places and life itself!
- Fearlessness in social and one-on-one situations.
- Organized.
- Self-driven.

Compensation:

- *Typically structured as base + commission during ramp up period, moving to full commission paid as 20%-25% of gross profit (GP) with non-recoverable draw.*