



MSP Sales Representative – Job Description

This is a fantastic sales position in a company who is at the forefront of the Managed IT services, CyberSecurity and Document Management industry. We are seeking an MSP Sales Representative to join our team! In this role you will contribute your skills to help us increase sales opportunities, improve market position and maximize our new business development efforts and secure new sales. KeeFORCE is a Managed Service Provider (MSP), and a strong understanding of technology is a must.

Skills and Qualifications:

- Minimum 2 years of experience in outbound B2B sales with a positive track record
- 2+ Years industry experience and sales experience in Managed Services, Value Added Reseller (VAR) channel sales, IT consulting sales or any related IT field is preferred.
- Multitasker who is unbelievably organized and possesses the ability to prioritize many tasks across various teams within the organization.
- Must be self-motivated with an ability to take initiative in a challenging, fast-paced environment.
- Proficient knowledge in the use of Microsoft Office
- Reliable vehicle and must be prepared to travel within local and surrounding areas

Responsibilities:

- Create prospect pipeline
- Handle all inbound new client leads
- Prospect and contact potential customers
- Follow up on active sales pipeline
- Work with other resources and vendors to deliver effective solutions
- Reach agreed upon sales targets by the deadline
- Resolve customer inquiries and issues
- Set follow-up appointments to keep customers aware of latest developments
- Develop personal skills to efficiently and effectively work individually and as a member of the team
- Participate in company sponsored job related activities and training to further develop better technical skills

Competences:

- Business Ethics: Treat people with respect, keep commitments, inspire the trust of others, work with integrity, and uphold organizational values.
- Communications: Express thoughts clearly in written form, articulate verbal thoughts understandably, demonstrate active listening skills, comprehend information heard, use appropriate communication methods, and keep others informed.
- Conflict Resolution: Remain calm under pressure, encourage respectful dialogue, confront difficult situations without bias, act within a realistic timeframe for resolution, and resolve conflicts through fair negotiation.



- Consistency: Follow through as promised, arrive to and complete meetings on time, meet with direct report in-person regularly.
- Managing Multiple Priorities: Manage multiple commitments and/or projects, plan and utilize time efficiently, respond to changing customer needs, resolve conflicts to deliver on schedule, and complete work in order of customer priorities.
- Problem Solving: Identify problems in a timely manner, gather and analyze information skillfully, develop alternative solutions, resolve problems in early stages, and work well in group problem-solving situations.
- Teamwork: Contribute to a positive team effort, balance team and individual responsibilities, listen attentively and openly to other's views, give and sincerely accept feedback, help the team stay focused on key objectives.

Expected work shift: 8:00-5:00 M-F

Salary: Based on background and skills

Additional Compensation:

- Salary plus Commission
- Paid Vacation, plus Company Holidays
- Retirement Plan
- Health Insurance
- Short Term Disability Insurance
- Life Insurance
- Cell Phone Stipend

Company Description

KeeFORCE is a reputable company who takes the customer service standard to the next level. We have been a leading provider of computer support and managed IT services for small/medium sized companies in Western Kentucky and the surrounding areas for 26 years.

To Apply

Submit resume to jgoodman@keeforce.com.