# OUTSIDE SALES EXECUTIVE

Highly successful Hosted & Premise based Unified Communications provider is looking for qualified Sales professionals for our Northern California Territory. At yearly target this is a 125K plus position for hard working individuals who know what it means to “Bring It” each and every day. We are looking for team players to help us grow our business. Our company is rooted in our values of Pride, A Willingness to Sweep Floors, and Simple Not Flashy. Our company culture is a big deal to us and to our customers, so you should be a well-rounded, hard-working individual to join our team.

Each member of our sales team receives hands-on targeted engineering and marketing support. We offer competitive full-time salary plus commission, with full benefits to include medical, dental, vision plans, paid vacation and sick time as well as a 401k plan.

**Job Description:**  
• Works for the VP of Sales as part of the Sales Team.  
• Manage sales cycle – prospect, qualify, pipeline development & closing.  
• Get in front of prospects to uncover opportunities  
• Utilize creative communications skills to articulate our solutions.  
• Nurture business relationships to grow existing or new accounts.

**Requirements:**

**Cultural Fit**: We are one team, one company. We have an outstanding culture, and maintaining this is something very important to all of us. The right candidate can succeed within a team environment.

**Skills/Qualifications**: The ideal candidate will have a proven track record of achieving quota in a field sales role; successful experience hunting & closing. Candidates must understand how to sell solutions, articulate the value of solutions and really understand a prospect’s needs.

**Experience Requirements**: 5+ years sales experience field selling. Selling Hosted and Premise based voice solutions. Software / SaaS, Telecom, or other related industry experience a bonus. Comfortable working out of your home office environment. Travel as appropriate for your territory.

To Apply: Email your cover letter and resume to Kpitts@GCTI.com.