

Advanced Telephony Specialist – Outside Sales

Nexogy is an integrated voice and data company, and provides telephony services to thousands of customers including inter-exchange carriers, Internet service providers, individuals and corporate customers with an emphasis on small to medium-sized businesses.

Utilizing our global network and advanced routing technologies, Nexogy offers an innovative, feature-rich and cost effective alternative to traditional telephony services.

Nexogy offers a very competitive base salary and compensation plan based on the level of experience.

To be considered, qualified candidates should submit their resume, including a cover letter, and recent salary history via email to dguzman@nexogy.com.

Classification: Regular Full-Time

Location: Orlando, FL

Typical Work Hours: Employees are expected to work at least forty (40) hours per calendar week.

Job Responsibilities:

- Accountable for meeting and/or exceeding assigned sales objectives and monthly sales quotas by selling a select set of telecommunications products and services to a diverse business market.
- Responsible for cold calling, prospecting, both on the phone and face-to-face, in a high activity sales model.
- Must provide superior customer service on a day to day basis.
- Must be self motivated and self disciplined and provide prompt follow-up to all customer inquiries.
- Must have excellent verbal and written communication skills and be able to present in both small and large group settings. Must have a polished, professional presentation.
- Must be able to keep organized, accurate records on daily activities and results. Strong organizational skills imperative.
- Partner with customers through a strategic and consultative sales approach to understand their business needs, issues, strategies and priorities to deliver a value-adding business solution.
- Manage sales funnel to analyze and manage pipeline activity and monitor sales activity against assigned quotas.

Job Qualifications:

- Minimum of 2 years direct Business to Business outside sales experience within a High Tech industry calling on small to medium-sized accounts.
- Demonstrated stable track record of success in Sales.
- Experience developing, researching and presenting formal presentations to senior level management and other end users.
- Technical aptitude with proficiency with MS products including Word, Excel, and PowerPoint.
- Valid Drivers License.
- Familiar with local marketplace, companies and community in geography stated above.

We Provide:

- On-going training and support.
- Amazing growth opportunity.
- Outstanding marketing and presentation materials.

