

## Job description

### Job Roles & Responsibilities:

Identifies business opportunities by identifying prospects and evaluating their position in the industry, researching and analyzing sales options.

Must have knowledge in the field of IT sales.

Must have good knowledge in the field of B2B sales.

Sells products by establishing contact and developing relationships with prospects; recommending solutions.

Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.

Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.

Prepares reports by collecting, analyzing, and summarizing information.

Maintains quality service by establishing and enforcing organization standards.

Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.

Contributes to team effort by accomplishing related results as needed.