



A Xerox Company

Sales Representative at Michigan Office Solutions, a Xerox Company

Job Description

The Sales Representative is a full-time outside business-to business sales professional who is responsible for retaining and growing current accounts and for gaining new market share in a given territory.

ESSENTIAL RESPONSIBILITIES

- Articulate and position MOS hardware, software, services and solutions to key decision makers
- Aggressively pursue competitive accounts and differentiate MOS from competitors
- Manage the entire sales cycle across customer accounts, engaging specialists as needed
- Propose and close sales that achieve total revenue growth, profit and customer satisfaction plans
- Keep abreast of changes in technology and understanding of basic user abilities
- Prepare daily/weekly action plans by individuals as well as by team to insure focused activity
- Sustain sales activities; appointments, demos, proposals, cold calls, dials and database updates
- Meet or exceed revenue and gross profit expectations
- Perform other duties as assigned

QUALIFICATIONS

- BS/BA degree in business or other related field, sales concentration preferred
- Previous business-to-business sales experience or internship preferred but not required
- Valid driver's license and minimum levels of auto insurance coverage
- Excellent communication (oral and written and presentation skills)
- Proficiency using MS Office, e.g., PowerPoint, Excel and Word and the internet for research
- Personal drive and internal motivation toward high achievement
- Ability to work collaboratively and effectively in a team-oriented environment
- Ability to influence, negotiate and gain commitment at all organizational levels
- Demonstrated flexibility and adaptability; willingness to take risks and try new approaches

Learn more about MOS-Xerox!

www.mos-xerox.com