Our company is growing rapidly and is hiring for a sales business sales representative. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for sales business sales representative

- Interact with Business Development groups throughout the company to ensure the business unit is well informed of business development activities in our respective markets
- Creates the yearly sales plan, with help of sales management, to set targets and to plan actions and MarCom deliverables
- Creates, together with the internal order desk, of optimal offers to the accounts
- Monitors the quality of the realization of the actions, improves contact between the internal service and the customers to get a good result of the actions
- Presents and explains the local product portfolio and supports the national promotions
- Reports regularly on sales results and expectations, market and competition and trends to inform about the situation
- Develop customer relationships by providing exceptional customer service with incoming customer calls
- Seek out new business opportunities making outbound sales calls to existing customers
- Ensure assigned customers understand and know how to utilize our technologies
- Grow sales/gross margin with assigned customers

- 2+ years prior business to business sales experience preferred
- Requires self-motivation and desire to succeed
- High school diploma, college preferrable
- Experience interacting with consumers or business contacts in a professional setting
- Fluent verbal and written communication skills in Brazilian Portuguese, if also fluent in Spanish would be a plus
- Familiarity with Storage, Backup and the Data Center environment including Hybrid Cloud, Cloud Connected Storage, Virtualization, and Cloud Data Management