



Position: Sales Executive
Industry: Telecommunications
Location: Denver, CO

Company Description

KineticWorks, Inc. is a new class of communications services provider. Our philosophy is to be the premier customer-focused, application-based solutions provider. We deliver innovative voice, data and IP telephony solutions to businesses nationwide. We are currently seeking talented outside sales individuals to join our dynamic team of professionals in strategically leading our growing downtown Denver business.

Job Description

KineticWorks, Inc. is currently seeking highly energized Sales Executives with cold calling and prospecting skills to play an integral role in accelerating the growth of our company. Successful candidates will have a proven track record in outside sales that delivered excellence in lead generation and securing customer accounts.

Responsibilities:

- Prospect and qualify business opportunities
- Generate and close new business leads
- Develop effective sales strategies
- Deliver sales presentations and demonstrations
- Achieve designated sales quotas
- Maintain sales pipeline and forecast

Qualifications:

- Direct outside sales - IP telephony and/or network services a plus
- Experience in consultative sales processes
- Proven success with cold calling / prospecting / lead generation
- Ability to carry and achieve high volume sales quotas
- Superior presentation skills
- Excellent verbal and written communication skills
- Advanced computer skills including Microsoft Office
- Ability to work autonomously and in a team environment
- Energetic, disciplined, goal-oriented and self-motivated
- Reliable transportation

A successful applicant will enjoy an inspiring and high-energy work environment. KineticWorks' offers a competitive compensation plan.

Submit your resume to recruitment@kineticworks.com. Please put the position title in the subject line. KineticWorks is an Equal Opportunity Employer.