



Advanced Cyber Solutions, LLC.

5500 Ventnor Lane
Springfield, VA 22151
703 608-6848

IT Outside Sales, experienced preferred

Job Objectives

IT Services Consultant which is a sales and new business development position to help grow sales in the following IT service areas:

- Recurring, Managed IT Consulting Services that include remote and regular onsite visits to client sites for IT strategy, network, server, and desktop support.
- Custom programming and application development.
- Strategic IT industry solutions including procurement of leading hardware and software vendor solutions for server and storage infrastructure, virtualization, and cloud services.

Duties and Essential Job Functions

- Apply an in-depth understanding of ACS LLC products, services, information technology solutions, and sales methodology for acquiring new clients.
- Prospect new clients over the phone and in-person in the Washington DC metropolitan area including Northern Virginia, Maryland and Washington DC markets.
- Collaborate with internal technical team at various stages of the sales process to identify specific information technology products and/or consulting services that will meet client's needs.
- Perform and coordinate all pre-sales and sales activities with prospects and technical team including prospecting, discovery meetings, estimating, presenting proposals, negotiating, closing sale, and coordinating initial service delivery.

Minimum Qualifications

- 3 to 5 years of sales experience in Managed IT Services or IT Service industry with a proven track record of success.
- 2 or 4 year college degree.
- Strong analytical, communication, presentation, and listening skills.
- Ability to coordinate multiple sales activities from prospecting to closing.
- Superior work ethic, high energy level, and excellent negotiating skills.

Please submit Resume, and Salary Requirements when applying.