

## Do have passion for helping small & medium business succeed?

Do you have a successful track record in the software, IT, or networking industry as an account manager, sales engineer, customer manager or advocate, consultant or trainer, product manager, business process analyst, business requirements gatherer, principal or partner?

We have found that several IT related industries, professions, and fields of study compliment your ability to succeed and grow with our company.

We're seeking a top-performing professional who is well-organized and experienced in solution sales. Applicants must want to be part of an entrepreneurial, sales-driven organization characterized by high-expectations and daily accountability. Top performers are well rewarded with a combination of commission, base, benefits, and equity options.

Do you have the **presence and the presentation** skill to consistently and effectively call high within organizations? Does your **track record** demonstrate this?

Have you **exceeded your sales quota** in over the past 3 years?

Do you have a **passion for sales**? Have you retained your edge?

Do you have a **passion for technology**? Do you still see the awesome potential even in this challenging market?

Do you have a passion for delivering, dynamic, "in demand" **solutions** – but you're just looking for the right company to support you?

Do you act with a high degree of **urgency** in your work? Can you hit the ground running and keep up the pace?

Finally, do you have a passion for building and growing other businesses and looking back to realize "**I helped to do that**"?

AMTeck International seeks creative individuals who can identify business problems and creatively solve them with technology related solutions and professional services.

In this role you will be responsible for selling business minded, technology solutions to companies located throughout the US. THIS IS NOT A START UP BUSINESS. You will achieve results through cold calling and selling to further qualify prospects, leads, and opportunities.

**This position is not for everyone!** Interview to validate just how many sales are required to earn your target income. The amount of income you will earn is only limited by your self-determination and desire to bring new business. There is no cap on how much you can earn. If you are a \*sales superstar\* with self-discipline and a single-minded desire to earn a high income, this is the opportunity you have been looking for!

Do you have 3 - 5 years of selling custom software, systems, networking, security, communications or web solutions with success calling into the "C Level" of major corporations? This would involve;

- 1) **ASP** (Application Service Provider) type sales where the customer sales cycle is 3-8 weeks and each new customer may typically contract annual services in the \$5,000 - \$50,000 range.
- 2) **Network Support and Maintenance** type sales where the customer sales cycle is 3-8 weeks and each new customer may typically contract annual services valued in the \$5,000 - \$50,000 range.
- 3) **Software Integration and custom development** type sales where the customer sales cycle is 6 – 12 weeks and each new customer may typically purchase professional services in the \$25,000 - \$500,000 range.

## AMTeck Business Development Manager



9216-B Westmoreland Rd. Cornelius, NC 28031  
Charlotte 704.992.6174 LakeHorman 704.895.1505  
<http://www.AMTeckInternational.com>

4) **Point of Sales solutions** where the sales cycle can be among 1 week to 6 months and each new customer may typically purchase a combination of products and services in the \$2,500 - \$60,000 range.

5) **Custom Internet & Web** based solutions where sales cycle can be among 1 week to 6 months and each new customer may typically purchase professional services valued in the \$3,000 - \$25,000 range.

6) **Small & Medium Business** tools designed to enhance communications, collaboration, and performance among business staff, partners, vendors, and clients of varies size and proportion.

A successful candidate will strive to accomplish at least;

- ✓ Make 3 - 4 Cold Calls each Day (many will make up to 50 calls per day)
- ✓ Set 2 - 4 New meetings/appointments each week
- ✓ Call 2 - 3 existing Customers per week
- ✓

A successful candidate will have opportunity to grow within the organization. If you have any of the experience identified below plus the desire to succeed, the right opportunity may be just a phone call, or resume away.

- Direct sales experience with custom software and/or networking solutions?
- Successful technology planning or business process consulting?
- Successful product management, implementation, and training?
- Solid understanding of the Solution Selling or Consultative Selling process?
- Solid grasp of the Technology, Internet and Business
- Project Management, Organization, preparing and giving proposals and demonstrations?
- Experience with Internet and Web Services?

Yes, this is a unique ad for a unique organization. We give all of our staff the tools, flexibility and support to do their job and reward them for their achievements. What more can a professional ask for?