



DISTRICT SALES REPRESENTATIVE - Generous base pay and Commission plan.

Are you ready for a career that is going to stimulate you and challenge you? Join the Data Age Business Systems, Inc. organization. We are currently seeking candidates for our Sales Department. This is a great opportunity with an established, highly successful Software Company of 24 years! The District Sales Representative position is available with a great product and service offering within the Collateral Loan and Money Services Businesses industries where growth is evident in this soaring market. No corporate politics, Data Age is a fun place to work. You will be in contact with business owners who are eager to move forward with the next generation software solutions for their financial responsibilities. This position will be based at the corporate office in Largo, FL.

The District Sales Representative position is a boundless opportunity for a bright and motivated individual. The ideal candidate will be responsible for a heavy amount of outbound calls in order to establish new sales growth, develop relationships with potential clients; see potential deals through to completion in order to meet and exceed aggressive sales goals. The ideal candidate must believe in the products they sell, strive for superior account relationship management, and execute strategic sales initiatives. The candidate must have superior communication skills, presentation skills, and must exhibit a self-motivated and proactive work ethic.

Duties and Responsibilities include the following. Other duties may be assigned.

1. Learn, understand, and sell Data Age products and services that are consistent with the company objectives.
2. Expand new business opportunities while reaching the sale goals of the Company.
3. Build a healthy pipeline of prospective clients.
4. Move prospective clients through the sales process.
5. Promote products and represent Company at off-site customer meetings.
6. Attend Trade Shows
7. Research territory, composes, monitor, and work a Territory Plan.
8. Identify key accounts.
9. Maintain records of all account activity within sales database.
10. Identify contact in accounts and conduct strategic calls.
11. Increases revenue growth.
12. Prepares reports and records covering activities promptly and properly, as the company deems necessary.
13. Demonstrated ability to meet and exceed sales quotas.
14. Be able to advise clients to generate future selling opportunities.

Education/Experience:

Bachelor's degree (B. A.) from four-year College or University; or four to six years related experience and/or training; or equivalent combination of education and experience.

Relocation assistance is not available.

Data Age provides a benefit package which includes; Paid Time Off, Paid Holidays, Medical Insurance, Life Insurance, 401(k) and optional Dental and Vision Insurance.

Data Age Business Systems, Inc. is an EEO Employer.