

Inside Sales Specialist

Rancho Cordova, Ca

Full Time

About Enterprise Networking Solutions, Inc.

Enterprise Networking Solutions, Inc. (ENS-Inc) is an information technology consulting firm located in Rancho Cordova, Ca. We develop and deploy proven, reliable, and scalable enterprise technology solutions with key expertise in migration/consolidation services, virtualization, cloud integration, system integration services, business continuity, and disaster recovery. ENS-Inc Engineers and Project Managers collaborate with our clients on a wide range of technology projects. Founded in 1999, the ENS-Inc team is comprised of talented and respected professionals with over 100 certifications and a very long history of experience working with the public sector in California. In addition to state agencies, ENS-Inc has also provided services to California's counties, cities, educational institutions, healthcare providers, and law enforcement agencies, as well as to other States, and the private sector.

Enterprise Networking Solutions, Inc. is hiring and we are looking to grow our Sales Team with an Inside Sales Specialist. Position is available in Rancho Cordova, CA with standard working hours Monday-Friday, 8am-5pm.

If you have a strong desire in customer satisfaction and a true passion for supporting long-standing accounts to provide best value solutions for our customers...We would love to hear from you!

Job Description

- Effectively articulates the value proposition associated with ENS-Inc.'s product offerings and services.
- Recommends business solutions considering customer needs and ENS-Inc. interests.
- Builds relationships with customers based on knowledge of ENS-Inc.'s technology, products, and services.
- Learning a broad range of ENS-Inc. technology, products, and services and is able to identify how these products and services align to customer needs.
- Able to explain technical, industry, and market facts to position ENS-Inc. as a competitive solution. Cooperates and collaborates with colleagues, cross-functionally, to support the sales process.
- Understands the administrative and operational requirements of the job.
- Demonstrates good judgment in analyzing information to make routine decisions.

Job Responsibilities

Principal Accountabilities

- Creates, updates, modifies sales quotes using Microsoft Excel.
- Handles customer inquiries.
- Comprehends and interprets a variety of contracts (MSA, CMAS, SLP, etc.) and ensures appropriate pricing.

- Updates in CRM system.
- Occasionally directed in several aspects of the work.
- Works with team members in the field including field sales.
- Works with finance and purchasing.
- Works with distributors and manufacturers.

Qualifications:

- Bachelors or Associates Degree preferred.
- 2-4 years of relevant sales/operations experience highly desired.
- Background quoting/selling hardware or software to government agencies highly desired.
- Understands the administrative and operational requirements of the job.
- Strong communication and customer service skills.
- Demonstrates good judgment in analyzing information to make routine decisions.
- Knowledge in MS Excel.

Guidance

- Works under general direction, seeks assistance as needed.
- Completes work in accordance with accepted practices.
- Establishes approaches for completing assignments.
- Independently gathers information.
- Adjusts to multiple demands and shifting priorities; accepts responsibility for results of actions.
- Works with team to support achievement of sales goals and deliver on customer services levels.

Benefits

- Competitive salary
- Benefit options including; medical, dental, vision, and life insurance
- Retirement account options with company sponsored match

Enterprise Networking Solutions, Inc. provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, Enterprise Networking Solutions, Inc. complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

Enterprise Networking Solutions, Inc. expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of Enterprise Networking Solutions, Inc.'s employees to perform their job duties may result in discipline up to and including discharge.