



## **Sales Executive**

Gravity Networks is a Managed Services and Cloud Integration Provider based out of Knoxville, TN. Founded in 2010, Gravity Networks prides itself on a culture and tradition of excellent customer service. Through the years, we have made ourselves known in the Knoxville area (as well as other markets) as a premier Managed Services Provider. In recent years, we have expanded our service offerings to empower our clients by leveraging the power of cloud computing. We are currently seeking a like-minded sales representative in the Knoxville Market. This person will focus on growing our monthly managed sales revenue and cultivating long lasting relationships with prospective and current clients. The position will be compensated via base salary with commission opportunities, based on applicable experience. Examples of job responsibilities are listed below.

### **Job Responsibilities:**

**Provides sales to new customers by advising on our core essential products; collaborating with customer on future business needs and desired production; and establishing executive engagement on new product lines.**

**Acquires new business by prospecting organizations in the area; communicating with customer and internal sales team (for example, Account Management); determining key sales qualifications for establishing strategy; and leveraging partners to establish new customer relations.**

**Develops partner sales process by establishing relations with partners in the area; presenting innovative approaches to solution-oriented product lines; and designing streamline processes for sale closures.**

**Conducts customer qualification analysis by analyzing market sales data; researching customer business model/vertical specific business approach; assessing the needs of each unique customer; and leveraging marketing materials and information (solutions, business cases).**

**Builds relationships with new customers by listening to customer demand; introducing company brand; learning customer business; establishing a mutual product platform; and influencing key customer business initiatives with relevant product information.**

**Follows the structured sales process by submitting activity and results reports daily; collaborating with the sales team; presenting prospect methodology; managing sales progress; and organizing sales material, processes, and order entry.**

### **Minimum Requirements:**

**College degree or equivalent and 5+ years field sales experience directly related to job (outside, direct sales experience) or 8+ years job-related field sales experience; or an equivalent combination of education and job-related field sales experience required.**