



Red Five IT is a technology consulting firm that provides our partners Managed Services as well as Hardware and Software Solutions. We treat our partners' needs as if they were our own by keeping a very high standard of quality and performance. We choose to do the right thing not what is easy. We operate with integrity and honesty along with other key values so we can be proud of our work. With our headquarters in downtown Grand Haven we are always checking out what's new in town. We are active in community activities and enjoy our time together during and after hours. We offer a wide variety of benefits that you are sure to appreciate and enjoy. Applying for this position means you are looking to become a part of a team that will count on you and that you can count on in return.

Primary Functions

A New Business Sales Consultant will be responsible for the following objectives:

- Identify and develop new partnerships with businesses that fit the Red Five IT demographic.
- Work diligently to identify the needs of new partners with the services and products Red Five IT offers.
- Act as a liaison for communicating strategic technical plans and objectives between Red Five IT and our partners.
- Ensure timely follow-through on all tasks pertaining to the development of the partnerships with Red Five.

A Successful Technical Sales Consultant Is:

- Recruiting new partners and building long-term relationships with prospects that are vital in increasing sales volume, company revenue, and maximizing profits.
- Creating opportunities and driving sales processes to meet and exceed our goals. They are listening to and evaluating partners' needs regularly and are active in technical reviews. They use their leadership skills to foster internal partnerships to ensure the sales goals are in alignment with our organization.



- Diligently updating our sales system and working to ensure the best communication possible throughout Red Five. They are relying on other members of Red Five to ensure proper hand off and pick up of tasks for seamless process flow.
- Attending networking events on a regular basis and making meaningful connections with decision makers at potential partner sites. They are coordinating resources and leveraging their project management skills to drive a sustainable sales strategy.
- Maintaining sales information for forecasting of expected sales volume by account and product line.

Desired Qualifications

- Experience in sales, minimum 2 years
- Exceptional leadership, influence, communication, and presentation skills
- Strong negotiating skills
- Basic Network and operating system knowledge
- Strong Microsoft Excel skills
- Strong interpersonal skills such as verbal and written communication, active listening, and client-care
- High degree of emotional intelligence and empathy
- Ability to multitask and adapt to change quickly