

Outside Sales Position - Full Time

Do you have experience in Outside Sales and Technical Support in the Communications industry? A great company, ATEL Communications, is looking for you.

Since 1985, ATEL has been a one-stop telecommunications company for all businesses; small, medium and large. We are proud of all our customers in many cities, and they include school districts, hospitals, and hotels as well as regular businesses.

ATEL designs and installs telephone and security systems that are best suited to support a business's operations. ATEL will move or service existing systems or cable the facility for both voice and data. Also, we configure and order dial tone for local, long distance and internet access and handle Hosted phones, SIP, Cloud, and VOIP.

Responsibilities:

- o Place cold calls to potential clients and schedule qualified appointments.
- o Direct contact with customers in our data base to seek opportunities and solutions.
- o Develop prospects and opportunities from current customers.
- o Network to acquire new customers.
- o Prepare and present quotes to new and current customers on the sale of our products.

Qualifications:

- o The ideal candidate will be dynamic, personable, and a driven self-starter.
- o Quick to retain and absorb product knowledge.
- o Familiarity with business Communications Technology.
- o Knowledge in Microsoft Windows, Outlook, Office, NEC products, and Tiger Paw Software.
- o Knowledge of Telecommunications Industry a must.

Benefits: Medical, Dental, Life, 401K, Vacation, and Sick Pay
Ability to pass a background check and drug test.

Please Email your resume to: June Flickinger <JFlickinger@Atelcommunications.com>