



## Utilities & Education Solution Sales Professional

If you are passionate, confident in your abilities, and enjoy a challenge working with industry-leading computer telephony technology solutions, then you'll love it at Vocantas!

We are looking for a professional to work with our utilities & education solution sales team. Leveraging your previous experience as a sales professional in utilities, education, telephony or similar experience within these industries will be key in your success.

Our award winning, state-of-the-art computer telephony applications use industry leading advanced speech recognition software to focus on extreme value-added solutions. The most successful candidate will use their creative, as well as business development skills, along with industry knowledge to accelerate our growth.

### ***Responsibilities:***

- Assist in sales and support our unique service offering and maintain existing relationships
- Identify points of pain and be able to turn that into new sales opportunities
- Manage all aspects of the sales cycle, from prospecting to close
- Work directly with the team to help define go-forward sales strategy
- Occasional travel required
- Bring positive energy to the workplace!

### ***Necessary Skills & Experience:***

- 2 years successful experience selling solutions ideally into the North American utility industry or education sector.
- Self-motivated, outgoing and passionate to make a difference
- Successful track record in developing qualified leads via cold calls in conjunction with existing marketing strategy
- Successful track record in closing solutions sales
- Ability to work within a team environment and with minimum supervision
- Excellent communication, interpersonal and telephone skills
- Proven ability to prioritize, multi-task and function effectively in high demand situations
- High level of confidentiality
- Excellent written and verbal communication skills in English
- Proficiency in Excel, Word and Power Point

### ***Skills Considered to be Assets:***

- Direct experience in sectors
- Experience/knowledge with IVR systems Knowledge of the computer telephony industry Experience in new business development
- A professional demeanor and the ability to interact with all levels of an organization
- Problem solving skills and negotiation skills
- Bilingual

Please forward all resumes in Word or pdf format as well as desired compensation, in the subject line to [careers@vocantas.com](mailto:careers@vocantas.com).

We thank all applicants for their interest but only those selected for an interview will be contacted directly. No phone calls please.