

Be A Part of Excellence!

Valley Office Systems is growing and in search of an energetic Regional Account Executive to join the sales team in Sun Valley, Twin Falls and Boise Idaho! The ideal candidate will have a history of finding new business, taking care of current clients, exceeding sales quota, enjoys prospecting and have high activity metrics. For the right candidate there is high earning potential with a base + commission/bonus structure unlimited income potential.

Job Summary:

As an Regional Account Executive in Sun Valley, Twin Falls or Boise Idaho, your primary focus will be to represent Valley Office Systems' entire hardware product line including Hewlett Packard, Kyocera, Ricoh, and Sharp and along with software technology-based solutions to companies within your assigned territory. Job responsibilities involve prospecting for new business opportunities and upgrading existing customers. You will also be responsible for writing proposals, conducting presentations, product demonstrations and tracking your activities in CRM. This position is base plus commission, we also offer a vehicle allowance and other incentives.

Responsibilities:

- Prospect for new opportunities to sell or upgrade prospects hardware.
- Manage existing client's hardware fleets.
- Analyze prospect workflow, recommend improvements through software and hardware combinations.
- Negotiate and close business.

Qualifications:

- Business to Business outside sales experience is preferred.
- Proficiency in using MS Office Suite (PowerPoint, Word, Excel and Outlook)
- Must be a minimum of 21 years of age and have a valid driver's license and minimum levels of auto insurance coverage.
- Understanding of customer needs and ability to properly manage accounts.
- Excellent Communication Skills, relationship building, account forecasting/planning.
- Ability to perform without direct supervision.
- We require at least 2 years of sales experience, but we are willing to train the right candidate.
- Strong work ethic.
- Outstanding complex problem-solving skills.
- Ability to adapt and overcome daily infield obstacles.
- Military experience is extremely valuable to our organization.
- Must be a team player, always willing to help your team mate to the right and the left!

Job Type: Full-time

Salary: base + Commissions

Base compensation will be based on experience and quota

As An industry leader, Valley Office Systems offers well-balanced compensation and benefits programs, including medical, dental, life, 401K, paid holidays/PTO/sick time+ much more. To learn more about VOS visit www.valleyofficesystems.com

Equal Opportunity Employer/Protected Veterans/Individuals with Disabilities. Drug screen and background check administered as a condition of employment.