



Technology Solutions Specialist

ESG is currently seeking a talented and self-motivated individual to work with our team to develop and successfully execute a plan for selling products and services in voice, audio/visual, security, and wireless networks and infrastructure.

Responsibilities

- Call on companies to promote ESG products/services through in person meetings, product demonstrations, webinars, and electronic communications
- Effectively leverage product demonstrations with engineers
- Assist in developing winning proposals/sales propositions
- Generate larger orders through financing options
- Create business through consultation by helping customers find the right solutions for their needs
- Develop an in depth understanding of ESG product capabilities, features, functions and operation to best meet the customer's needs
- Continuously learn about ESG products by participating in internal product and sales training, and reviewing sales literature

Sales Process

- Will develop an effective sales activity pipeline of sufficient cold calls, referrals, lead qualification, sustainable relationships, and product replacement opportunities
- Proactively follow up on new leads and customers from marketing campaigns, trade shows, and events
- Will conduct demonstration of ESG products at site visits, trade shows and meetings
- Become knowledgeable in ESG policies, processes, and procedures
- Work effectively as a team member and with limited daily supervision

Qualifications

- Bachelor's degree in business, economics, marketing, technical area or similar
- Prefer experience with direct sales, channel sales, and/or at least two years of sales experience
- Reasonable knowledge of ESG product line, demonstrated ability to learn technical product quickly or technical aptitude
- Communication skills including strong verbal and written skills
- Negotiation skills
- Experience selling product values and features (must demonstrate ability to successfully negotiate cost objections)
- Understand basics of proposal & sales agreement language to negotiate/finalize agreements in conjunction with ESG Legal Group
- Motivated and a team player with initiative to solve problems and seek improvement

- Goal oriented with proven leadership capability
- Work schedule may include evenings and weekends for presentations, trade shows and meetings
- Travel including primarily driving with some air travel as required (Motor vehicle records will be checked)
- Expectation is that this role will be on the road 30%-50% of the time, mostly 1-2 day trips as well as overnights with occasional 3-5 day trips
- Successful candidate must either reside or be willing to reside within Wisconsin: prefer the Milwaukee area
- Effectively exercise discretion and independent judgment
- Background check will be conducted (Background must be acceptable to customers and ESG)

ESG is an equal opportunity employer (Qualified applicants will receive consideration for employment without regard to race, creed, religion, color, national origin, sex, age, disability, genetics, marital status, sexual orientation, gender identity, protected veteran status, or citizenship status)

Email cover letter and resume to joeg@esgexperience.com