

POSITION DESCRIPTION

Role: Sales Consultant, Cloud Solutions
Location: Indianapolis, IN and the surrounding areas
Reports to: Vice President, Sales

Summary: The Sales Consultant, Cloud Solutions is a member of Accent's sales team focusing on the acquisition of new customers subscribing to Accent's suite of cloud services. The successful candidate will possess strong sales skills with the ability to identify prospective Accent customers, understand the customer's organizational needs and business challenges, and apply Accent's cloud services to solve those

Responsibilities:

- Engage and acquire new cloud services customers via the identification of new prospects, discovery of customer business challenges, presentation of solutions and value proposition, and closing of sale.
- Develop unique business and technical value propositions for individual customers.
- Present unique value propositions, product demonstrations, service pricing, and contractual terms to prospective customers.
- Provide market feedback and strategic input on cloud services to Accent's management team.
- Participate in weekly sales meetings with other members of the sales team and management.
- Attend local networking and marketing events to further relationships and drive local interest in Accent's products and services.
- Serve as a representative of Accent's brand to industry communities, potential customers, partners, and other organizations Accent may choose to do business with.
- Other activities as assigned by manager.

Compensation:

- Base salary and monthly recurring residual commission based on sales.
- Major medical, dental, and vision benefits available.
- 401K plan participation with profit sharing.
- Paid time off and holidays.

Education: Undergraduate degree in Business Administration, Information Technology, MIS, Computer Science, or a related field is preferred however not required.