

Technical Sales Engineer

Headquartered in beautiful Random Lake, WI, Bertram Communications LLC is a family-owned company that provides wireless Internet connectivity across the State of Wisconsin as well as software and hardware products for the ISP industry, government services and beyond. Competitive pay, benefits and a relaxed and fun work environment are just some of the many perks included when working for Bertram.

We are looking to hire talented Sales Representatives with a focus on customer success. Intermediate to advanced experience in sales and/or marketing, with a focus on software sales. Some experience with Internet Service Providers would also be beneficial.

Job Type: Full-time

Responsibilities:

- Develop and maintain relationships with new and existing clients
- Conduct market research and analysis to identify potential business opportunities
- Generate leads and drive sales growth through effective prospecting.
- Present product demonstrations and proposals to clients
- Negotiate contracts and close sales deals
- Collaborate with internal teams to ensure customer satisfaction and successful project implementation
- Meet or exceed sales targets on a regular basis

Skills:

- Proven experience in technology sales or related field
- Strong account management skills with the ability to build and maintain long-term client relationships
- Excellent communication, negotiation, and presentation skills
- Self-motivated with a results-driven approach to sales
- Ability to analyze market trends and adapt sales strategies accordingly
- Demonstrated business development skills to identify new opportunities

If you are a motivated sales professional with a passion for technology sales, we want to hear from you. Join our team as a Sales Representative and take your career to the next level. We offer competitive compensation, comprehensive benefits, and opportunities for career growth. Apply now!

Job Type: Full-time

Pay: per year

Benefits:

- 401(k)
- Dental insurance
- Health insurance
- Paid time off
- Vision insurance

Compensation Package:

- Commission pay

Schedule:

- Monday to Friday

Work Location: In person