



LINEAGE

The Important Things Never Change.

Position: Sales Professional
Reports to: Regional Sales Director
Job Type: Full Time
Benefits: Medical, Life, Vision, Dental, 401K

POSITION SUMMARY:

This is a consultative sales role. You will manage a customer portfolio of mid-sized organizations. Conduct business development activities based on targeted vertical markets. You will discover and diagnose inefficient customer workflows. Strategically develop innovative solutions that positively impact an organizations business critical communications. Solve your client's business challenges by offering software, hardware, and outsourcing solutions.

COMPENSATION:

Earn \$47,000 to \$60,000 for entry level sales professionals, while experienced sales professionals can earn over \$100,000. Compensation is structured through a combination of base salary, commissions and bonus structure.

QUALIFICATIONS:

- Bachelor's degree or equivalent work experience
- Effective communication and interpersonal skills (verbal, written, presentation)
- Strong proficiency in MS Word, Excel and CRM Systems
- Preferred one-two years sales experience
- Proficient in making business development calls
- Experienced in assessing and enhancing customer's business process
- Ability to plan and document sales activities, document customer information, grow sales pipeline, and forecast business.

ABOUT LINEAGE:

Lineage is a company that treats our employees and customers as if they are family. We are a family owned business that was founded in 1984. We help companies manage the transformation of business critical communication from creation to distribution.

For more information visit us at <https://www.trustlineage.com>

BENEFITS:

- Health, dental, life, and disability insurance
- Competitive earning potential (salary + commissions + bonus opportunity)
- Company funded profit sharing/401K plan
- Employee recognition programs
- Expense allowance
- President's Conference trips and incentives
- A career path

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