Account Executives wanted!

Teq, an education sales company located in Huntington Station, Long Island, is looking for high-energy individuals with drive and ambition to join its sales team in selling equipment and services to its customers in the K-12 space in NY and NJ.

Teq was established in 1972 and is dedicated to championing the evolution of the modern classroom. The company sells and supports a wide variety of interactive classroom solutions including SMART Boards, the NAO humanoid robot, and world-renowned professional development.

The Account Executive is an entry-level position with a base salary of $40K. Top performers can earn up to $125,000.

Through a rigorous training program, Account Executives develop sales skills such as: successful phone techniques, conducting web-based sales presentations, sales pipeline management, effective upselling/cross-selling, and more.

Jumpstart your career in Sales with a company that has unlimited potential for growth and helps transform classrooms across the country. This role is perfect for an individual looking to flourish in a unique, innovative, fast-paced environment!

Benefits and Opportunities

› Competitive base salary
› Commission and bonus plan
› Defined career path
› Sales and product training

› Health benefits
› 401k plan
› Paid holidays and vacation time
› Relocation assistance

Visit teq.com/careers or call 877.455.9369
Responsibilities

› Participate in ongoing Sales, Product, and Technical training courses to increase overall awareness of Teq's solutions and sales approach
› Develop and build relationships with over 250 Unique K-12 schools via phone/email by making 75+ phone calls/day
› Schedule and deliver ClearSlide presentations on Teq products and services
› Track/update forecasts and sales commits for all deals in your region via Teq/CRM
› Work in a team-based environment by supporting your Senior Account Executive
› Develop and execute an acquisition plan to acquire new schools in your territory that standardize on Teq products and services
› Process quotations, purchase orders, order changes, adjustments, and cancellations directly from customers

Qualifications and Requirements:

Knowledge, Skills, and Abilities
› Highly motivated and ambitious with a positive ‘can do’ attitude
› Exemplary listening and reasoning skills
› Excellent negotiation and closing skills
› Articulate with excellent telephone manner
› Decision-making, problem resolution, and creative thinking skills
› Ability to manage own workload independently, multi-task, and prioritize effectively
› Proficient in MS Office (MS Word, Excel, PowerPoint, and Outlook)
› Able to work in fast-paced, self-directed environment
› A passion for technology and learning
› Exceptional organizational and presentation skills
› Aptitude to adopt new technologies

Education and Experience
› Bachelor’s Degree combined with the ambition to begin a sales career

Teq, Inc. is an Affirmative Action/Equal Opportunity Employer M/F/D/V encouraged to apply.

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