



### **Job Title: Technology Consultant (B2B Sales)**

Do you thrive in a dynamic environment, driving sales, and building strong relationships? Are you passionate about technology and helping businesses optimize their IT infrastructure and document workflow? If so, this opportunity to work as Technology Consultant might be your perfect fit!

### **About the Opportunity**

We are seeking highly motivated and results-oriented sales professionals to join our growing team. You will be responsible for prospecting and selling our full line of awesome workplace technology to local businesses. This is a unique opportunity to leverage your expertise in both IT and sales to make a real impact on businesses in your community.

### **Responsibilities**

- Identifying potential clients in our target market and complete appropriate research on the prospective client's business needs.
- Developing relationships with prospective clients while maintaining existing client relationships.
- Working with the IT service team to identify known and unknown business problems in a prospective client's business environment.
- Creating IT solutions to business problems and developing contract-winning proposals for prospective clients.
- Negotiating contract terms with clients and communicating with stakeholders.
- Prospect and identify new business opportunities, building strong relationships with key decision-makers within target accounts.
- Conduct needs assessments, creating compelling proposals, and close deals for Managed IT Solutions (e.g., network management, cybersecurity, cloud services) and Imaging products (e.g., printers, copiers, document management software).
- Stay up to date on the latest IT and Imaging technologies and market trends.
- Collaborate with marketing, technical, and customer service teams to provide a seamless client experience.
- Actively using our CRM to manage and grow your sales pipeline.
- Hard work in a fast pace and positive environment.

### **Values**

At Levifi we work together to create something bigger than we could on our own. We then take that creation to the next level by thinking outside the box, collaborating, and unifying around a common goal for the greater good. Our core values include:

- Teamwork – Embrace collaboration
- Integrity – Do the right thing for the greater good
- Optimism – Move forward with a “can do” attitude
- Innovation – Think outside the box
- Fun – Initiate smiles and laughter to keep interactions positive

### **Qualifications**

- Proven track record of exceeding sales targets and achieving quota.
- Strong understanding of Managed IT services and Imaging product offerings.
- Excellent communication, presentation, and interpersonal skills.
- Ability to build and maintain strong relationships with clients.
- Proficient in CRM software and sales tools.
- Bachelor's degree in business, marketing, or related field preferred.
- Good driving record and reliable transportation.
- Ability to work independently and be self-motivated.

### **Benefits**

- Competitive salary and commission structure.
- Comprehensive benefits package includes health insurance, dental insurance, vision insurance, life insurance, 401(k) plan, and paid time off.
- Opportunity to work with a dynamic and supportive team.
- Career growth and development opportunities.
- Be part of a company that is making a positive impact on businesses in your community.
- Relocation is possible for the right candidate.