



## Job Description

**Want to be in control of your income?**

**Do you have an entrepreneur mindset?**

**Tired of having limits placed on your performance?**

As we continue to grow, we are looking for talented individuals to join the Acordis team. We have an immediate opening for a dynamic individual to grow and expand our sales department as a ***Xerox Sales Professional***.

### **Job Summary:**

Xerox Sales Professionals are responsible for selling and introducing Xerox's world-class product line of Multi-function Printers and Production Printing Press and HP Printers to our customers and prospects. We offer a competitive compensation plan including a base with uncapped commissions, and an opportunity to achieve quarterly performance-based bonuses and incentives. We'll help you excel as a sales representative by providing industry leading sales training and an excellent support structure with sales and marketing. To be considered for this position, you must have proven success selling a business-to-business product or service to a large diverse customer base.

### **Primary Duties & Responsibilities:**

- Develop new prospecting techniques and identify new business opportunities
- Identify contacts in target accounts and conduct strategic calls to set up new client presentation
- Collaborate and qualify leads from marketing campaigns as sales opportunities
- Self-motivation, strong ambition, and interest in directly impacting the business landscape through technology solutions
- Research potential customers to understand their business to educate, strategize, and sell them on the value of working with Acordis
- Ability to demonstrate resiliency in adverse situations

- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies.
- Natural curiosity and a desire to learn, grow and develop your sales and technology skillset
- Passion for relationship building, creative problem-solving, and strong verbal and written communication skills
- Ability to develop lasting customer relationships
- Keeps management informed by submitting activity reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.
- Required to achieve your quota by consistently performing the required daily activities to build a robust pipeline of qualified opportunities.
- Promote products & services and represent Acordis at off-site customer meetings
- Maintain records of all account activity within sales database (Salesforce)

### **Qualifications:**

- BA/BS degree in Sales, Marketing, Business Administration, or relevant field of study or 5+ years of successful outside sales experience in Copier/Printer (non-retail)
- A team player and self-starter with excellent verbal and written communication skills, detail oriented, effective interpersonal skills, an energetic and enthusiastic individual
- Working knowledge of MS Office applications
- Experience using a CRM Software (e.g., Salesforce)
- Effective time management skills
- Adaptability and strong problem-solving skills
- Understanding of consumer behaviors and industry trends
- Strong closing skills
- Excellent active listening skills.
- Extensive, accurate product knowledge
- Comfortable working in a fast paced and autonomous environment
- Local South Florida experience highly desirable

### **Featured Benefits**

- Unlimited earning potential: base salary plus uncapped commissions
- Health and Dental Insurance
- Matched 401(k) Program

- Expense Reimbursement
- Training by both Acordis and Xerox Business Technologies

### **Company Profile:**

Acordis Technology & Solutions is an authorized Xerox Partner offering complete Xerox product lines solutions to our clients to fulfill everything from document creation to management requirements. Acordis also specializes in Data and Infrastructure Management, Storage Management, Managed IT Services, IT Security, Cloud Services, Digital Signage, Virtualization, Managed Print Services, VOIP, and Wireless Networking solutions. We provide technology solutions to business, government, education, non-profits, and healthcare customers in the South Florida area to develop, implement, support their diverse technology needs. From the teammates beside us to the leaders who guide us, we move forward together, and we always have your back. At Acordis, you'll work with people who inspire you.

Acordis is an equal opportunity employer committed to a diverse and inclusive workplace. We are committed to Diversity, Equity, and Inclusion (DEI) and are taking steps to nurture belonging in ways that are meaningful and sustainable. Our goal is for all coworkers to feel valued and empowered.

**Acordis is an official Partner of The Miami Heat - Miami Open - Miami Dolphins and Inter Miami CF.**

**South Florida 2013, 2015 and 2016 Business of the year awards.**

**INC. 5000 list of fastest growing companies 2013, 2014, 2015, 2016, 2017, 2018 and 2019  
Fastest growing company in South Florida.**

Job Type: Full-time