



Ohio Business Machines

Openings: Business-to-Business Outside Sales Representative

Location: Cleveland, Ohio

Benefits: Medical/Dental/Vision/Life Insurance (immediate coverage)

Additional benefits include 401(k), Paid Time Off, Sales Trips, Cash Bonuses

Compensation: Base Salary of \$30,000-40,000 (depending on experience and abilities) + **Monthly Uncapped Bonuses** (Percentage of monthly sales as well as performance bonuses) + Car Allowance + Phone Allowance

Total first year earning potential of \$55,000-65,000

Ohio Business Machines is seeking energetic, motivated sales professionals who are looking to fulfill his/her earning potential by selling innovative business technology under a Total Protection, No Risk Guarantee!

Ohio Business Machines is a premier vendor of SHARP Multifunction Digital Copier Systems and Document Management Software Solutions committed to providing customers with excellent products and services. ***As an OBM Sales Account Executive, you will have the best of both worlds — working for a strong local company selling products and solutions provided by a world-class leader in the business technology industry.***

Responsibilities:

- Sell SHARP Multifunction Digital Systems and Document Management Software Solutions
- Schedule appointments and demonstrate equipment/software
- Recommend solutions and close sales
- Communicate features of products and services articulately and persuasively to clients
- Maintain relationships with existing customers
- Aggressively prospect for new accounts

OBM provides a comprehensive paid training program which includes a SHARP Certification Track to become a SHARP Document Management Professional, a SHARP Sales Solution Professional, and a SHARP Enterprise Solution Professional. OBM also provides mentoring style management support and career advancement opportunities. OBM Sales Account Executives are assigned to a vast protected territory within the Northeast Ohio area consisting of current customers and new business prospects.

Qualifications:

- 2 to 5 years of proven sales performance is preferred
- A goal driven personality with a need-to-win attitude
- Ability to build and develop relationships quickly with key decision makers
- Knowledge of general sales techniques, cold-calls, sales closings, etc.
- Strong communication, presentation, written, and PC skills
- Bachelor's degree preferred
- Reliable vehicle

Contact Information:

Email: hr@ohiobusinessmachines.com

Website: <http://www.OhioBusinessMachines.com> Apply Online:

<http://www.obm-nbi.com/careers-2>

OBM is an Equal Opportunity Employer, a Drug-Free Workplace and a Better Business Bureau Accredited Business.