

Expedient Technology Solutions, LLC

Job Description – Inside Sales / Solutions Consultant I

Position Description

Expedient Technology Solutions is an established managed IT services company located in Miamisburg, Ohio. ETS has developed a strong reputation for providing outstanding customer service and for being a collaborative, strategic partner with its clients. We are looking for an **Inside Sales / Solutions Consultant I** to help the account management and sales teams to deliver high-quality, consultative solutions to Expedient Technology Solutions clients.

Responsibilities

- Primarily responsible for creating quotes, solutions, and proposals for account managers and outside sales.
- Primarily responsible for the oversight of the sales service boards.
- Assist account managers with vCIO application processes and ongoing work.
- Assist account managers with reporting and preparation for client technical business reviews.
- Assist account managers and outside sales with agreements and other client documentation.
- Provide coverage of purchasing specialist duties (purchasing and receiving) as needed.
- Develop solid understanding of ETS services, products, and systems.

Required Soft Skills

- Effectively communicate with clients and ETS team members. Communication is key to our success.
- Be innovative and consultative when working with team member and clients.
- Balance responsibilities to ensure efficiency.
- Think about the best ways to organize your work in order to drive efficiency and deliver high quality and responsive support to our clients.
- Follow ETS policies, procedures, and service delivery expectations to ensure consistency.
- Collaborate with team members on projects and issues, as necessary. Provide and receive training, as necessary.

Desired educational & training requirements, and length of experience

- An associate degree in information technology or a related field.
- One to three years of experience in a related technical field is preferred.
- Understanding of computers, networks, servers, cloud technology, and basic cybersecurity is preferred.
- This position is expected to have an ongoing knowledge of the industry, requiring continued education to grow as team member through certifications, research and study, and interaction with other professionals and leaders.

What is in it for you?

We offer a competitive total rewards program that includes:

- Great company atmosphere, great office space, and room to grow
- The ability to work autonomously
- A management team that cares about you and your career growth
- Competitive Health Insurance Package
- Retirement plan (401K) with company match
- Dental & Vision insurance
- Competitive PTO and flexible work schedule
- Company paid certification exams, training material, and online training tools
- Above industry average base salary
- Cell phone stipend

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We have a drama-free, collaborative work environment with opportunity for personal and professional growth. We are truly committed to team member's development and success.

Purpose Statement and Core Values

Purpose Statement - Reshape the experience for clients and team members.

Core Values

- *Continued Growth*: ETS places a strong focus on each team member continually growing both professionally and personally.
- *Honest Communication*: ETS places a strong focus on consistent and honest communication between all team members and clients.
- *Deliver "Wow" through Service*: ETS provides "Stress Free IT" managed services which promises an experience that goes above and beyond our client's expectation.
- *Honor your commitments*: ETS team members are expected to honor their commitments to our clients and company.
- *Respect and Serve Others*: ETS is founded on biblical based principles and places a strong focus on team members serving others and giving back to our community.
- *Balance*: ETS recognizes and supports the need for each team member to enjoy a quality life outside of work.