

Outside Sales Representative (Independent Contractor in Technology Sales and Services)

About Omni Strategic Technologies:

Omni Strategic Technologies (Omni) is comprised of a team of dedicated professionals who are passionate about delivering exceptional service in information technology, security, consulting, marketing, and web development. With offices in Wheeling and Charleston, WV, Omni provides services to clients of all sizes in numerous industries including manufacturing, education, government, healthcare, management/consulting, and finance.

Summary Description:

Omni is seeking confident, self-motivated independent contractors to work as Outside Sales Representatives to help the company grow its sales pipeline. In this position, the contractors will utilize their existing networks to engage prospects and recommend Omni service solutions via technology enhancements, consulting services, or web and marketing improvements.

Following Cities and Towns:

Omni is looking for Independent Contractors to serve as Outside Sales Representatives in the following territories:

- Huntington / Beckley, WV
- Parkersburg, WV
- Washington / Canonsburg, PA

Responsibilities and Accountabilities:

- Promote Omni's brand as a technology solution and web/marketing provider.
- Conduct on-site visits with new customers to increase sales volume.
- Voluntarily forecast, prospect, and bid for new business to include customers, markets, and additional service opportunities.
- Voluntarily share market and competitor information with all applicable channels within the organization; establish relationships and working partnerships.
- Identify customers' needs and coordinate the execution of orders.
- Nurture and leverage relationships to grow client base via referrals.
- Bring in subject matter experts (SME) after initial meetings to discuss details and set expectations.
- Participate in sales meetings.

What's in it for you:

- Generous commission rates on all sales. Unlimited earning potential!
- Training, mentoring, and support from a reputable regional IT firm.

- Opportunity to grow your network and client base.

Job Requirements:

- 2+ years of experience in technology sales or services.
- 3 professional sales references.
- Existing identity and network in the specified sales territory.
- Deep understanding of your clients' technology and business needs.
- Excellent customer service skills and positive attitude.
- Exceptional written and verbal communication skills.
- Valid driver's license and reliable transportation.
- Must be detail oriented, organized, and self-motivated.
- A commitment to meeting Omni's high level of social and ethical expectations.
- Proof of general liability insurance required.
- Must pass drug and background checks
- No Visa sponsorships

Omni Strategic Technologies is proud to be an Equal Opportunity Employer.

For initial consideration, please respond to Careers@OmniPerforms with a cover letter, resume, and list of professional references.