

Enterprise Sales team _ Account Manager

PLPC is currently looking for highly motivated entry-level and mid-level sales reps that can help the company grow its existing customer base, with a focus on our new storage product line. We are on the fast track to success and would like to share this opportunity with those who have the same drive and enthusiasm as we do!

Duties and Responsibilities:

- Prospect for new customers, which includes cold calling and emails
- Maintain and grow both new and existing accounts
- Manage and oversee the sales process for assigned accounts, including order entry, delivery schedules, and RMA processing
- Be the point person in resolving customer issues as needed
- Participate in product and sales training as well as marketing events
- Stay up to date on current pricing and market conditions
- Maintain strong product knowledge
- May be called upon for periodic on-site account visits

Qualifications:

- Strong oral and written communication skills
- Highly motivated and self-driven, with a great work ethic
- Team player with good interpersonal skills
- Experience in the computer hardware industry a plus
- Sales experience preferred but not required
- Strong computer skills with working knowledge of Microsoft Office (Excel, Word, Outlook)
- Excellent customer support and service skills

Salary: Base plus commission and spiff bonuses

If you are ready to begin or boost your sales career in the world of computer technology, then come join our team! **Please email your resume to jobs@plpc.com.**