



Small/Medium Business Sales Consultant

MacSuperstore is an exciting, fast-paced and one-of-a-kind computer store. We are a retail and service business that specializes in Apple's Macintosh and iPod product lines. We represent only products that we believe in and would use ourselves. We strive to provide our customers the highest level of technical knowledge in a comfortable, non-threatening environment.

We have been in business for 10 years, based in San Luis Obispo, CA and now expanding to Colorado Springs. As an independent Apple Specialist, we have emerged as one of the nations leading providers of Apple products and services. It is our goal to be the premier provider on the Front Range.

We are looking for people who not only have a passion for Apple, iPod and Macintosh products, but also enjoy helping others achieve the same rewarding experience. We sell and service the products, but it's the people that make it all come together.

If you have a high energy level and desire to work in a fast-paced environment, MacSuperstore might be the place for you. Are you someone that customers enjoy speaking to and they walk away feeling better about the products you represent? If you like to work on a team that will challenge you to reach higher levels, MacSuperstore will do just that! Apple customers come because of the quality product, so we hire only the best people to deliver that expectation.

Location: First & Main Shopping Center, Colorado Springs, CO

Type: Full Time

Job description:

As a success driven SMBC you must meet and exceed sales goals by developing and executing sales strategies, develop and seek out new customer opportunities, manage current accounts through long relationships. With your solution resolution sales skills, deep Mac product knowledge becomes the desired favorite solution choice for loyal and trusting customers.

A Great Team Member will have:

- College degree or the equivalent preferred
- Five years experience in sales with at least two years experience in business-to-business sales.
- Knowledge of Macintosh products and business solutions
- Ability to communicate clearly and comfortably in all types of situations.
- Excellent interpersonal skills for building rapport, trust and loyalty and relating effectively with a broad variety of customers and colleagues.
- Ability to assess customer needs, provide solutions, close sales and follow up with customers.
- Ability to generate sales to new, untapped and previously inactive customers.
- Ability to meet goals, be self-motivated and work with a team.
- Ability to work in a fast-paced retail environment – balancing constant change, speed, accuracy and profitability.
- Ability to drive to various locations for on-site meetings with current and new customers.

- Great organizational and time management skills

A great position will provide the opportunities:

- To sell not just a product but a passion
- To provide a total solutions and create loyal long term customers
- To work in a great environment
- To protect assets through proper loss prevent practices
- To receive great pay for great efforts
- To learn more about Mac and be rewarded for the effort

A position with the MacSuperstore is an opportunity to get paid while using your passions, skills, knowledge and wisdom of a world-class technology to fulfill people's lives through superior solutions in a fun and rewarding environment.

Duties and tasks

- Promote and sell products and services offered by MacSuperstore to new, untapped and previously inactive customers.
- Professionally represent MacSuperstore and our product line to customers.
- Make executive contacts with decision-makers in various businesses to generate leads.
- Provide specific information to potential customers and perform demonstrations when necessary.
- Build a reliable and growing sales pipeline.
- Generate leads at every opportunity.
- Participate in ongoing self-training and Apple seminars to grow in product knowledge.
- Develop skills to prospect for new customers while maintaining rapport with your customers.
- Conducts outbound calls and generates leads to increase customer traffic into the retail store.
- Follow up on qualified prospects.
- Assist customers in gaining value through product and service education.
- Consistently maintains strong knowledge of all products, services, promotions and advertising.
- Attend all required store meetings and training sessions
- Protect company assets against fraudulent and harmful activities
- Any other tasks assigned

The above statements are intended to describe the essential functions of this job. It may be necessary for a person to perform other tasks as needed.

WORKING CONDITIONS

This position requires driving, moderate lifting and standing.