



1271 Red Fox Road, Saint Paul, MN 55110

## Account Development Representative

### ABOUT US:

FireFly Computers is a young, exciting and quickly growing computer hardware sales organization. We are dedicated to providing the best in low-cost, high-value computing solutions. Our offerings include the top Chromebook devices available today, FireFly-enhanced thin clients as well as uniquely recertified PC's and laptops. Recently recognized by Inc. Magazine as the 10th fastest growing company in Minnesota and the 4th fastest growing computer hardware vendor in the nation, we are always looking for top talent to help take us to the next level.

### JOB DESCRIPTION:

FireFly Computers is currently seeking eager, confident individuals to sell computer technology to schools, colleges, and other organizations. This is a salaried position with regular, predictable income. Paid training is provided. Advancement to commission-based Account Management positions with very high earnings potential is possible for those who excel. Account Development Representative job duties include:

- Make targeted outbound business calls to IT Directors in a US-based sales territory
- Document, organize and manage a variety of leads and opportunities
- Generate new accounts for the growth and development of FireFly Computers
- Follow-up with leads obtained through trade shows and marketing campaigns
- Communicate detailed knowledge of computer products to current and potential customers
- Collaborate on new business opportunities with partner representatives from Dell, HP, Lenovo and others
- Generate quotes, respond to customer questions, and complete various customer-service-related tasks
- Other job-related duties as needed

### REQUIRED SKILLS:

- High school diploma or equivalent
- A passion and talent for sales
- A desire to learn and be teachable
- Exceptional verbal and written communication skills
- Aptitude for computer technology
- Self-starter with strong teamwork skills

### PREFERRED SKILLS:

- Experience with Microsoft Office applications
- Sales and/or customer service experience
- Knowledge or experience with computing technology
- Excellent probing and listening skills
- Tenacious, results oriented self-starter with strong teamwork skills
- Telecommunications and/or hardware / software sales experience

### HOURS:

- Full Time
- M-F, 8:30 a.m. -- 5:00 p.m. (flexible)

### BENEFITS:

- 401(k)
- Paid Vacation
- Paid Holidays

If you are interested in this position, email your resume to [recruiting@fireflycomputers.com](mailto:recruiting@fireflycomputers.com) or apply online at <http://fireflycomputers.com/careers/>

*FireFly Computers is an equal opportunity employer. We will not discriminate and will take affirmative action measures to ensure against discrimination in employment, recruitment, advertisements for employment, compensation, termination, upgrading, promotions, and other conditions of employment against any employee or job applicant on the basis of race, color, gender, national origin, age, religion, creed, disability, veteran's status, sexual orientation, gender identity or gender expression.*