

LammTech is a strategic business partner to a wide variety of clients, providing integrated Information Technology services. These services range from maintenance to project management to comprehensive IT Management Services. We are engaged by our clients to identify technology challenges and opportunities in front of them and develop effective solutions and strategies to help them grow their businesses.

Our company is currently seeking a self-motivated, confident, energetic, and hardworking sales professional to join our team. You will execute sales activities that align with our corporate sales and marketing strategy. A responsible driving history is required and all candidates must agree to an extensive personal background check.

### Job Duties & Responsibilities:

- Effectively articulate LammTech’s products, services, and value proposition to prospective and existing clients
- Be part of a sales team and contribute to the overall sales process and team success
- Demonstrate excellent customer service through all levels and types of communication
- Generate quotes and proposals for clients and prospects
- Work with distributors for pricing requests and assist with the ordering process
- Document quoting and sales activities into CRM system
- Be responsible for license tracking, management and renewals
- Remain current with competition and industry trends
- Remain current on vendor sales training and certifications
- Be responsible for managing renewals with expiration dates
- Track SPIFFs for Inside and Outside sales reporting
- Attend company special events and trade shows
- Assist marketing team with special requests for marketing funds and/or resources
- Perform other related duties as assigned by your supervisor

### Qualifications/Skills:

- Must be a strong communicator with excellent verbal, written, and interpersonal skills
- Must have good organization skills
- Must be a detail orientated person
- Must manage their time well and independently
- Must be a self-starter
- Must have good people skills
- Must be proficient with IT applications as needed to perform the job functions
- Must have the ability to engage business owners or C-level executives
- Must think creatively and strategically
- Must have excellent judgment and be comfortable working in a changing environment

### Compensation / Benefits

TAE (Targeted Annual Earnings) Based on salary plus goal attainment incentives:  
\$32,000 - \$41,000+

100% Company paid Group Health and Life Insurance.

Paid Holidays and PTO

Retirement benefits w/company matching contribution.

Business Hours  
8am-5pm Monday-Friday

Some overnight travel may be required for trade events and training. All travel expenses paid.



Qualifications & Skills

- Degree in business, marketing, or communications preferred
- Industry technical sales training, like Microsoft, Citrix, SonicWALL, and/or IP Telephony a plus
- Previous sales, marketing, or communications experience is preferred

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**MISSION**

To treat our clients with respect. To be honest. To be fair. To be a great place to work. To be known as one of the best companies in the Midwest to do business with and to work for.

**VISION**

To continue to grow our company so that the staff has promising, long-term careers while preserving personal relationships based on trust and mutual success with our clients.

**VALUES**

Trust • Loyalty •  
Commitment • Honesty

We conduct business with integrity and professionalism and have a personal interest in your success.

