

Sales Manager – IT Services

Logix Guru, LLC is growing in the areas of Software Quality Assurance service and IT Staff Augmentation.

If you are result oriented Sales Leader and are looking for a company that rewards performance, provides autonomy and an opportunity to grow, you may find a synergy here.

We are looking for experienced sales professionals to expand our service in Pittsburgh and surrounding markets. The right person would have demonstrated result. Company offers competitive salary and incentive, comprehensive health insurance, paid time off and holidays and 401K.

Position Overview:

The focus of this job is on achieving business growth by providing meaningful and valuable professional Information Technology talent and QA/Testing service to the Enterprise clients.

Here's a closer look at your duties in this key role:

- Prospecting, Cold Calling, and Networking
- Identify technical, business and personnel issues of the customer accurately to assure complete customer satisfaction
- Communicating and presenting Logix Guru Value proposition accurately
- Sense of urgency for customer's goal achievement and satisfaction

What you'll need:

- **Thorough knowledge of the market is required**
- **At least 3 years of experience selling IT staff augmentation, software development and/or software QA/testing services, is required.**
- Bachelor's Degree or equivalent –
- A demonstrated strong technical sales aptitude.

About You:

- Ability to set goals and then successfully achieve those goals
- Able to articulate technology and product positioning
- Able to establish and maintain meaningful relationships
- Caring and helpful in meeting customer's needs and objectives