

**JOB TITLE: New Acquisition Sales Rep**

LOCATION: San Antonio, Atlanta, Miami & Toronto

PEER 1 Hosting is one of the world's leading IT hosting providers. The company is built on two obsessions: Ping & People. Ping, represents its commitment to best-of-breed technology, founded on a high performance 10GB SuperNetwork™ connected by 17 state-of-the-art data centers, 21 points-of-presence and 10 colocation facilities throughout North America and Europe. People, represents its commitment to delivering outstanding customer service to its more than 10,000 customers worldwide, backed by a 100 percent uptime guarantee and 24x7x365 FirstCall Support™. PEER 1's portfolio includes Managed Hosting, Dedicated Servers under the ServerBeach brand, Colocation and Cloud Services. Founded in 1999, the company is headquartered in Vancouver, Canada, with European operations headquartered in Southampton, UK. PEER 1 Hosting shares are traded on the TSX under the symbol PIX.

We are currently seeking a New Acquisition Sales Rep to join our growing sales team!

**GENERAL SUMMARY**

The New Acquisition Sales Rep manages the sale of PEER 1 Managed Hosting products to prospects that call or email with requests for more information.

**ESSENTIAL FUNCTIONS AND RESPONSIBILITIES**

The New Acquisition Sales Rep:

- Contacts prospective customers through company-generated leads.
- Generates new business through prospecting and self-generated leads.
- Recommends solutions to meet customer needs.
- Calls on customers to establish long-term relationships and create repeat business.
- Retains knowledge of products and services to successfully present and up-sale.
- Reviews special projects and implements services and products within budgetary constraints without depleting customer expectations
- Resolves escalated client issues in a timely manner to reduce client churn
- Provides guided facility tours and effectively presents company and network infrastructure to clients
- Extremely responsive to all client telephone calls and emails
- Monitor Salesforce CRM, forecasting Opportunity Pipeline for accuracy.
- Accurately updates customer's records in Salesforce after each communication with customer or prospect. Schedule events, call backs and follow-ups and continue communications as organized and managed with Salesforce.
- Attend to online chat sessions with new customers from website.
- Meet monthly individual sales goals.
- Have a flexible schedule and the ability to work one day of the week a late schedule.
- Represents the company in a professional manner.
- Presents company products at local and regional trade shows if needed.
- Other duties as consistent with the position.

## MINIMUM QUALIFICATIONS

- Self-motivated, ambitious and goal-oriented.
- Entrepreneurial spirit.
- Effective listening skills
- A technical aptitude, attention to detail, customer follow-up skills
- Experience selling complex technical solutions
- A minimum of 2 - 4 years successful sales experience incorporating value/service selling.
- Goal oriented with superior work ethic.
- Strong presentation, written and verbal communication skills.
- Effective time management skills, superior negotiation skills, proven territory / vertical market sales development skills.
- Knowledgeable in professional sales training and sales process.
- Able to work to a monthly target and be able to effectively communicate over the phone, through email, and face-to-face.