



**Job Title: Sales Specialist**

LAN-TEL Communications was launched in 1992 and is a leading low-voltage, security integrator in New England. The company has grown to include several disciplines including Integrated Security, A/V, DAS, IT Services, Structured Cabling, among others. We are seeking a sales specialist with industry experience to play an integral role in the continued growth of the company.

***Key Responsibilities of the Position Include:***

- Identifying new business prospects
- Inside sales lead expansion
- Developing and maintaining long-term customer relationships
- Ongoing account management to increase recurring revenue
- Articulating and communicating the value, products and services offered by LAN-TEL
- Developing winning sales proposals
- Working closely with sales engineers and project managers
- Building and maintaining a sales funnel
- Meeting quarterly sales and profitability quota

***Key Requirements of the Position Include:***

- 2-4 years of direct sales experience or related work experience
- Some knowledge of cabling infrastructure and voice/data technologies, access control, alarm intrusion and video surveillance systems is preferred.
- Self-driven, disciplined work ethic
- Ability to perform informational walk-throughs with a potential client
- Working and in-depth knowledge of the tel/data, security industry and the latest in new technologies
- Proven experience in successfully managing a full sales cycle from prospecting through closing
- Ability to work independently and collaboratively with the LAN-TEL team
- Boston-area based position

***Pay and Benefits:***



This position will include a base salary plus a generous commission plan. In addition, LAN-TEL offers an extremely competitive compensation package that includes the following:

- Medical, Dental and Vision Insurance
- Short and Long-Term Disability Plans
- Life Insurance
- 401K plan
- Profit Sharing
- Paid Vacation and Holidays

Job Type: Full-time

Experience:

- customer service: 1 year (Preferred)

Please send resume to:

**Kate Waldron, Vice President**

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