Senior Business Technology Consultant

**Salary Range:** Salary, base + commission

**Benefits:** Zeno Office Solutions offers a full benefit package that includes Medical/Dental, Vision, RX, paid time off, life and disability programs and a generous 401(k) program that includes an employer match after 1 year!

**Description:**
Zeno Office Solutions, a Xerox company, is among the nation's largest and most respected consulting firms specializing in workflow assessment and optimization. Zeno is uniquely positioned to help companies uncover and streamline their financial metrics, reduce operational expenditures and maximize their return from assets.

The ideal candidate is a full-time, business-to-business, professionals who is responsible for retaining, growing and gaining new market share in a given territory. This is an excellent opportunity for a professional that understands sales and looks to grow within the organization.

**Major Responsibilities:**
- Articulate and introduce ZOS 360, software, services and solutions to key decision makers
- Aggressively pursue competitive accounts and differentiate Zeno from competitors
- Manage the entire sales cycle across customer accounts, engaging specialists as needed
- Propose and close sales that achieve total revenue growth, profit and customer satisfaction plans
- Keep well-informed of changes in technology and understanding of basic user abilities
- Prepare daily/weekly action plans by individuals as well as by team to insure focused activity
- Sustain sales activities; appointments, demos, proposals, cold calls and database updates
- Meet or exceed revenue and gross profit expectations
- Perform other duties as assigned

**Requirements:**
- BS/BA degree required
- Previous business-to-business sales experience
- Valid driver's license and minimum levels of auto insurance coverage
- Excellent communication and interpersonal skills (oral and written and presentation skills)
- Proficiency using MS Office, PowerPoint, Excel and the internet for research
- Personal drive and internal motivation toward high achievement
- Ability to work collaboratively and effectively in a team-oriented environment
- Ability to influence, negotiate and gain commitment at all organizational levels
- Demonstrate flexibility and adaptability; willingness to take risks and try new approaches
- Possess an entrepreneurial spirit and a strong desire for personal growth and professional success

**Compensation Package:**
- Competitive base salary
- Lucrative commission structure
- Incentive and bonus programs

Zeno offers impeccable training to take your sales career to the next level, solid coaching, individual mentoring, advancement opportunities and income incentives designed to provide the very best opportunity to succeed.

***PLEASE SUBMIT RESUMES AND COVER LETTER TO CAREER PLANNING***