IPT LLC

Title: Sales Specialist

Location: Somerville, NJ

Job Type: Full-Time (Experienced)

Compensation Type: Salary  Wage: $45,000 with additional commissions

Start Date: 5/1/2017

Job Description:
PayLock provides various parking management services and is launching a new business line that will provide municipalities and universities with a digital parking permit platform. The Sales Specialist will be tasked with selling all PayLock services and driving the growth of this new business division. You must have a passion for getting things done and be highly motivated. You must thrive in an entrepreneurial environment and eager to learn in a collaborative setting. If this sounds like you, then you should consider us for your next vocational home.

PayLock is a growing business that offers a suite of unique parking management products and services. PayLock believes that parking is a valuable and limited resource. As a critical service, parking must be fairly, creatively, and aggressively managed by public and private administrators. PayLock’s mission is to find ways to promote a healthy parking environment where everybody wins. Since PayLock services are based on contingency fees, our clients generally have no out-of-pocket expenses whatsoever. We rule.

Primary Responsibilities:
- Own and lead selling initiatives for the permit business division
- Develop and refine a sales strategy
- Research, find, and develop new sales opportunities
- Managing the sales cycle toward closure/contract
- Supporting current clients and our Account Management team
- Developing sales materials, proposals & presentations
- Attend trade shows
- Complete domestic travel

Qualifications:

Experience/Education: Sales management experience and a degree from a 2 or 4-year college is preferred.

Language Ability: Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to compose reports, business correspondence, and
procedure manuals. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.

Computer Skills: The Sales Specialist will use Word, Excel, PowerPoint, and Outlook frequently, as well as other business applications used to enhance presentations, assist in project planning, research and communicate through business-related social networking.

Application Instructions:
If you like what you see, then step up and join our talented team. Drop us a line if you are this person!
To apply, please email your resume to salesjobs@paylock.com and eric@aicpvt.com

Disclaimer Information
About the organization: IPT LLC is an equal opportunity, affirmative action employer. Qualified applicants are considered without regard to color, religion, gender, sexual orientation, genetics, national origin, age, marital status, or disability.

Disclaimer information: Please allow us up to 2 weeks to receive and review your resume. If we are interested in having you come in for an interview, we will contact you. You do not need to call to verify we have your resume as ALL resumes get sent to our Hiring Manager.