

## Sales Representative

“Master of your destiny.” If this describes your ideal career and you have solved process issues in midsize and large companies with turnkey software/hardware systems and you want to lead a team with a proven solution to grow market share, then we want to talk to you. You will have had experience selling to facility and IT/data center managers, quality control and financial managers. This is an industry with a handful of competitors and we succeed by providing a proven solution that exceeds others in capability while delivering superior cost savings. Your success with this team will be because you build relationships quickly by being responsive and delivering performance as advertised demonstrating a high degree of integrity. You know how to lead by example. You have more than 5 years of successful sales and business building experience and are looking to further your career by being out front, refining the message, guiding the product road map, expanding the footprint with existing customers, building a team and most of all hunting down new customers within the targeted markets. You enjoy the challenge inherent in showing prospects how to improve their processes, to save money and have the creativity to figure out how to do it within their budget – even when they are resistant to change. You earn respect instead of expecting it. You are not afraid to work relationships and to go head to head with the competition knowing your compelling advantages. You are humble but confident in your ability to lead. You are earning less than \$100k today with a limited bonus and want to earn 50% to 100% more with an unlimited compensation plan. You understand the value of equity as this may be part of the package for the right candidate. If this describes you, then email me at [SEdinger@celeritasgroupllc.com](mailto:SEdinger@celeritasgroupllc.com).