



## **JOB DESCRIPTION — SALES REPRESENTATIVE**

### ***Amarac, India***

Amarac is a global leader in information technology. We leverage technology to help businesses grow, communities thrive, and people prosper. Our culture is built on tenets that derive from the golden rule. A culture driven by people with different backgrounds and cultures, serving our clients with customized solutions that will solve their business problems, create stability, and drive growth.

**Amarac Technology Solutions Limited**, a subsidiary of **Amarac Technologies Incorporated**, with headquarters in the United States, consistently stands out in a competitive marketplace as an employer of knowledgeable, highly skilled, and competitive talent. We are a company that provides tailored IT solutions that enhance businesses and empower their employees. At the core, our job is to help remove obstacles that inhibit efficiency and productivity. As you consider the value of working for Amarac, we encourage you to remember our dynamism, winning attitude, and strong performance will maximize your potential.

#### Position Summary/Essential Duties and Responsibilities:

The Sales Representative is responsible for using knowledge of the company's products and services to connect with consumers and generate sales. He or she must possess the ability to network and build relationships with customers clients, persuade and potential customers and clients to purchase products and services. Duties include:

- Developing sales pitches to sell products and services
- Making cold calls to sales leads, taking calls from prospective customers, and maintaining documentation
- Conducting account and contract reviews
- Keeping track of licensing and contract renewals
- Sending renewal notices and performing contract renewals
- Identify prospective customers; generate and convert leads
- Contacting new and existing customers to identify and address needs
- Emphasize the features of products and services to highlight how they can solve customers' business problems
- Answering questions about the products and services
- Negotiating prices and terms and preparing sales agreements
- Collaborating with colleagues in different sales teams
- Maintaining contact lists and following up with customers to build and maintain strong relationships



