

## **We're Hiring! Two Locations: Texas and Massachusetts**

Dell EMC is currently hiring for sales roles in two of our locations, one outside of Austin, Texas and one outside of Boston, MA for classes throughout 2018 and 2019. It is a great opportunity for anyone looking for a career with a highly reputable company in a fast-paced industry. A bachelor's degree is necessary, but prior sales and/or tech experience are not required. We have a world class training program that will help enable you from a technical and selling perspective.

### **Dell EMC**

At Dell EMC, we are a global leader in IT and business transformation. As companies embark on their digital transformation, Dell EMC helps customers across all verticals and market segments to store, manage, protect and analyze their most valuable asset — information — in an agile, trusted and more cost-efficient way.

### **Our Inside Sales Organization**

Our global Inside Sales Organization is a world-class, innovative & operationally efficient sales engine. As a global organization, we provide scalable selling capabilities & market reach to generate massive pipeline and revenue, while developing the next generation of Dell EMC sales & technical professionals. Dell EMC sales people are known for their passion, affinity for learning, and getting results.

### **The Inside Sales Program**

Over the course of 2 to 3 years, you will engage in an intense program that will prepare you for long-term success within the Dell EMC Sales organization. Anyone who joins our Inside Sales organization starts as an **Associate Inside Sales Rep** where you'll receive world class training from both a technology and sales perspective. You'll be in that role anywhere from 6 to 12 months, depending on how you perform, and then you'll have the opportunity to advance to become an **Inside Sales Rep** where you'll carry a quota and run all aspects of a sales campaign. We typically see people staying in the Inside Sales Rep role for another year and a half or so before ultimately moving on to their next position, whether it be **field sales, sales management, or a specialty selling role**. We often see those who are successful in this program having 2-3 jobs in your first 3 years, all with more responsibility, a bigger contribution, and a bigger paycheck.

Our ideal candidate is a passionate, competitive, self-starter with the ability to build strong relationships and prioritize shifting demands. We are looking for leaders with a resilient work ethic who are mature, confident, reliable, and coachable. Candidates should have a proven ability to influence others and the capability to convey a sense of urgency to drive issues to closure. We are looking for candidates to be an ambassador for Dell EMC, and deliver solutions to our customers while upholding the Dell EMC message with conviction and passion.

- Uses multiple lead-generation tools (Salesforce.com), new age selling techniques such as video (VSNAP), Twitter, and Linked In and the phone to generate potential sales leads.

- Meets a quota for daily, weekly, and monthly quality appointment goals and generating qualified leads that ultimately convert to booked pipeline revenue.
- Participates in ongoing sales, business and technical training courses to increase overall awareness of company solutions and go-to-market strategies. This includes written tests and verbal presentations that measure sales competency and messaging ability.

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