TRAFFIC SALES ACCOUNT EXECUTIVE
At Multicom Inc, Longwood, Florida (Orlando)

Multicom, Inc. is celebrating its 37th year as an industry leader and is a manufacturer and full-line stocking distributor with over 19,000 products from more than 380 of the world's major manufacturers in its three warehouses. These products are used to install, acquire, process, distribute, and/or control Traffic Control Signals, Traffic Detection Devices, Traffic Cameras, television, data, voice, and security over fiber optic, copper, and coax cable.

Multicom is growing rapidly and is expanding its staff of traffic sales staff and engineers.

CLASSIFICATION:
Salary + Commissions/Bonuses

SUMMARY:
Acts as sales and technical point of contact for traffic-related prospects and customers. Address leads and follow-up activities.

QUALIFICATIONS:
- Experience in inbound / outbound sales position, preferably with traffic-related products
- Experience with MS Office products
- Strong communications skills
- Positive attitude and outgoing personality
- Likes to learn and very self-motivated
- Attention to detail and follow-through

PREFERENCES:
- Bilingual in English and Spanish, not a requirement but a plus.
- Experience with sales and/or technical support of traffic-related products (IMSA and camera cable, signals, hardware, boxes, etc)

RESPONSIBILITIES:
Acts as contact point for assigned and new customers, develop relationships with customer purchasing counterparts, address incoming web/telephone/email/tradeshow leads and follow-up activities.

Use computer system to enter quotes and orders. Track sales and follow-up activities in CRM.

Prospect for new customers from customer lists, web leads, other lead sources, some periodic local and national tradeshows.

Send your resume to Multicom at jobs@multicominc.com or 407-331-7779, www.multicominc.com