



Sales Associate

Position Overview

Our client, located in **Brooklyn, NY** is a leading national Apple managed services provider. Reaching across the nation with experts in a variety of disciplines, HugoWREN provides technology solutions to make businesses thrive.

HugoWREN is currently seeking a **Sales Associate** to join their team. This remote position offers exciting opportunities for growth and advancement within the technology space. The ideal candidate is experienced in selling technology managed services, with a strong background in **the MSP space**, and is driven to improve their skills while contributing to the company's success.

Are you looking for an opportunity with a progressive company in the technology industry? Do you thrive in an environment where you take ownership of the entire sales cycle—from lead generation to closing? Do you enjoy working in a small, agile company where your contributions truly make an impact? If so, let's talk!

Key Responsibilities

- **Lead Generation & Sales Development:** Identify, qualify, and cultivate new leads within the managed services industry.
- **Full Sales Cycle Management:** Own the sales process from start to finish, including generating appointments, presenting solutions, negotiating, and closing deals.
- **Sales Strategy Execution:** Collaborate with the team to implement and execute sales strategies aimed at meeting company targets and growth objectives.
- **Business Development:** Take the lead in prospecting new business, following up on warm leads, and exploring opportunities for expansion within existing accounts.
- **Performance Tracking & Reporting:** Keep accurate records of sales activities, opportunities, and results within the CRM, and report on sales performance as needed.
- **Industry Expertise:** Stay informed about trends in the managed services and tech solutions space.

Requirements

- 6+ years of sales experience within managed services or related IT solutions.
- Proven track record of managing the sales cycle from initial lead generation to closing deals.
- Comfortable using Hubspot to track sales activities and performance.
- Ability to work independently, manage time effectively, and thrive in a remote work environment.
- Proven ability to handle long sales cycles, typically lasting a year or more.
- Well-spoken and well written
- Open to receiving and providing feedback

Desired Attributes

- Self-motivated with a strong drive to meet and exceed sales targets.
- Strong ability to assess situations, identify trends, and maintain focus on key details.
- Skilled in engaging with clients and presenting solutions effectively.
- Comfortable in a fast-paced environment and works well within a team.
- Someone who has hobbies and interests outside of work. Not only interested, but interesting.

Benefits & How to Apply

Benefits include generous PTO and company holidays, Medical, Dental, Vision, & 401K with a company match.

A Slice of HR is working with this client on a retained search basis. If you meet the qualifications and want to join this team of talented individuals, please send your resume to **emily.haus@onedigital.com**