

Integrated Point of Sale, provider of restaurant point of sale systems, is seeking a seasoned hospitality professional for a career as a consultative sales professional. You will be providing industry leading information technology solutions to restaurant operators throughout the Des Moines area.

### **GENERAL POSITION SUMMARY:**

The Sales Associate is responsible for prospecting, managing and bringing to closure new business opportunities within targeted regional Table Service accounts and Quick Service accounts in Integrated (iPOS) Iowa and Illinois sales territory.

As a member of iPOS sales organization, objectives will be focused on winning new business and managing customer relationships. Performance will be measured by the individual's ability to close new business with accounts.

### **ESSENTIAL FUNCTIONS:**

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- Sell products and services in alignment with iPOS goals and objectives
- Develop in-depth knowledge of products and services
- Identify and qualify account opportunities
- Work with iPOS Sales Manager to structure winning solutions for challenging customer business problems
- Own and manage the entire sales cycle from initial qualification to deal closing
- Deliver presentations, proposals, and RFP responses
- Structure mutually beneficial financial relationships
- Work cross-functionally within organization to ensure all aspects of iPOS work together for best results for the company and customers
- Other job related duties as assigned

### **REQUIRED EXPERIENCE:**

Training:

- Previous training or certification in the food service industry or a related technology field strongly preferred.

Specific skills & proficiency level:

- Exceptional communication and presentation skills, both verbal and written
- Strong relationship-building skills
- Excellent problem-solving skills
- Objectivity and ability to make sound decisions
- Aptitude to learn quickly and perform well under pressure

- Ability to work independently yet within company guidelines
- High level of integrity, confidentiality and professional maturity
- Business acumen and analytical skills

Experience:

- Restaurant operations or restaurant management experience strongly preferred.
- Highly motivated and driven to succeed
- Experience in a sales position with emphasis on prospecting, qualifying, and closing new business.
- 2 years' experience with complex software and hardware solutions and professional services or prior experience in the POS industry preferred

Salary plus commissions and benefits based on prior experience.

Submit resume and cover letter addressing required competencies and salary history to [jobs@integratedpos.com](mailto:jobs@integratedpos.com)