

**Position:** Sales Associate

**Location:** Somerset, NJ (with potential for hybrid or remote)

**Employment Type:** Full-Time, part-time, contract, temp, seasonal, shift work

**About the Role:**

As a Sales Associate at Atlantic-IT.net, you'll play a key role in building relationships with clients and supporting our business development efforts. We're looking for someone who is proactive, customer-oriented, and has a passion for tech solutions. This role includes managing leads, coordinating with internal teams to ensure client needs are met, and maintaining an exceptional level of service.

**Responsibilities:**

- Engage with potential clients to understand their needs and identify opportunities for our managed IT services.
- Follow up on leads, handle incoming inquiries, and proactively reach out to new prospects.
- Collaborate with the team to develop and deliver compelling service proposals.
- Maintain and update sales records in our CRM.
- Support marketing initiatives by providing client feedback and industry insights.

**Qualifications:**

- Previous experience in sales, customer service, or IT services is preferred.
- Excellent communication and interpersonal skills.
- Strong organizational skills with an ability to manage multiple tasks effectively.
- A customer-first attitude and a drive to provide value.

**Benefits:**

We offer competitive compensation, comprehensive benefits, and growth opportunities within a supportive, collaborative team environment.