



**Position:** Sales Executive  
**Industry:** Telecommunications  
**Location:** Denver, CO

### **Company Description**

KineticWorks, Inc. is a new class of communication services provider. Our philosophy is to deliver premier customer-focused, application-based solutions to businesses nationwide. We are currently seeking talented outside sales individuals to join our dynamic team of professionals at our downtown Denver office. Check us out at [www.kineticworks.com](http://www.kineticworks.com).

### **Job Description**

KineticWorks, Inc. is searching for highly energized Sales Executives with cold calling and prospecting skills to play an integral role in accelerating the growth of our company. Successful candidates will have a proven track record in outside sales that delivered excellence in lead generation and securing customer accounts.

### **Responsibilities:**

- Prospect and qualify business opportunities
- Generate and close new business leads
- Develop effective sales strategies
- Deliver sales presentations and demonstrations
- Achieve designated sales quotas
- Maintain sales pipeline and forecast

### **Qualifications:**

- Direct outside sales - IP telephony and/or carrier services a plus
- Experience in consultative sales processes
- Proven success with cold calling / prospecting / lead generation
- Ability to carry and achieve high volume sales quotas
- Superior presentation skills
- Excellent verbal and written communication skills
- Advanced computer skills including Microsoft Office
- Ability to work autonomously and in a team environment
- Energetic, disciplined, goal-oriented and self-motivated
- Reliable transportation

A successful applicant will enjoy an inspiring and high-energy work environment. KineticWorks' offers a competitive compensation plan - \$25,000 base salary plus commission. Expected first year annual income to exceed \$60,000 (or it's not working for either one of us). Group health, vision, and dental insurance are available.

Submit your resume to [recruitment@kineticworks.com](mailto:recruitment@kineticworks.com). Please put the position title in the subject line. KineticWorks is an Equal Opportunity Employer.