



Job title	<i>Resource Specialist</i>
Reports to	<i>Sales Lead</i>

Job purpose

The Resource Specialist is a key member of the Axis team. He/She is responsible for building a relationship and selling to customers.

Duties and responsibilities

- Sell Axis products to new and existing customers
- Execute a detailed Sales strategy
- Work towards a detailed understanding of Axis products
- Work to develop relationships, by phone, with new and existing customers
- Hit monthly and yearly quotas for sales
- Assist with customer service
- Ability to speak on behalf of Axis

Qualifications

- Personal Relationship with Jesus Christ and is a consistent witness, maintaining a courteous, Christ-like attitude in dealing with people within and outside of Axis
- Bachelor's Degree in Business preferred
- At least 1-3 years in proven sales experience
- Excellent communication and delegation skills
- Advanced software and CRM experience
- Bi-lingual in Spanish preferred

Working conditions

This position is salaried, while hours are typically 8:30 a.m.-5:00 p.m. Monday-Friday when in office, hours will vary but should not exceed 42 hours/week.