



## JOB POSTING NOTICE

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**Position:** Outside Sales Representative  
**Pay Grade:** Commissioned Sales Representative  
**County:** Monterey, Santa Cruz, and Santa Clara Counties

Qualified applicants are encouraged to apply by sending a resume and cover letter to TOTLCOM Inc. - Human Resources Department.

E-mail: [employment@totlcom.com](mailto:employment@totlcom.com) Fax: 831/728-8228  
Address: 65 Hangar Way, Watsonville, CA 95076

### Overview & Position Summary

TOTLCOM Inc., a leading distributor of voice and data systems from companies like ShoreTel and Toshiba, is recruiting for an outside sales/account representative. This is a rare career position with our very well established company, resulting from the retirement of one of our 20 year veterans. Our enthusiastic representatives interface with our customers and prospects at CIO, CFO and CEO levels.

To better understand why TOTLCOM is the premier place for your career experience, please go to our website [www.totlcom.com](http://www.totlcom.com) and check the "Customer Comments" section.

The successful applicant representing TOTLCOM in the Santa Clara Valley and the Monterey Bay area will have excellent communications skills and sales experience. Sales engineering experience is highly desirable.

### PRIMARY RESPONSIBILITY

Responsible for generating leads, determining customer needs, proposing applications and solutions using equipment and related services sold by TOTLCOM, and closing sales.

Activities include – visiting customer sites, establishing relationships, securing opportunities, and following up.

### REQUIREMENTS

Must have valid California Driver License and reliable transportation. A Bachelor's degree or equivalent plus 4-5 years of related telecommunications experience with an emphasis on Sales Engineering are highly desirable.

Admin. Group 7/1/11