Enterprise Telecom Sales Executive

Connectivity & Managed IT Services

Location: NYC Metro Area

Build Relationships. Drive Growth. Deliver Technology Solutions.

CK Technology Group is looking for an experienced, results-driven Sales Executive to help expand our client base and grow our connectivity and managed technology services business.

We deliver high-speed internet, networking, IP telephony, cloud solutions, and managed IT services to businesses and residential customers. We're looking for a motivated professional who understands these technologies, enjoys building relationships, and knows how to turn opportunities into long-term partnerships.

What You'll Do

- Identify and develop new business opportunities through prospecting, networking, and strategic outreach.
- Build and maintain strong client relationships, understanding business needs and recommending tailored technology solutions.
- Work closely with our technical teams to develop and present proposals.
- Manage the full sales cycle, from initial outreach and qualification through negotiation and closing.
- Consistently meet sales targets while maintaining a healthy pipeline of opportunities.
- Track sales activities, forecasts, and client relationships using CRM tools.
- Stay informed about emerging technologies, market developments, and competitive trends.

What We're Looking For

- 3–5 years of sales experience, preferably in ISP services, telecommunications, or managed IT services.
- Proven success in generating new business, meeting sales targets, and growing revenue.
- Strong understanding of internet connectivity, networking, IP telephony, and managed services.
- Excellent communication, presentation, negotiation, and closing skills.
- Ability to translate customer needs into practical technology solutions.
- Self-motivated, organized, and comfortable working independently or collaboratively.
- Proficiency with Microsoft Office and CRM platforms; Salesforce experience is a plus.
- Bachelor's degree in Business Administration, Marketing, or a related field.
- Willingness to travel as needed.

Enterprise Telecom Sales Executive

What We Offer

- Competitive salary and commission structure
- Health, dental, and vision insurance
- Retirement savings plan
- Paid time off and holidays
- Professional development and training opportunities
- The opportunity to grow with a technology company serving diverse markets

Ready to Join CK Technology?

If you're passionate about technology, building client relationships, and driving business growth, we'd like to hear from you.

To apply: Send your resume and cover letter to **chris@cktechnology.com**.

Email subject: Sales Executive Application