



# TTA Internal Career Opportunities

**Position: Salesperson (Minimal Travel - Various Levels)**

***A Salesperson's Dream!***

## **Responsibilities:**

- Increase sales through the placement of contract IT and professional business skills trainer consultants by developing new clients and further penetrating existing clients in your market/territory.
- Make cold calls and qualify the continual leads being entered into our database.

## **Requirements:**

Though we are looking for professional sales people and managers at different levels, our minimum requirements are:

- 2 years sales experience
- College graduate or some college preferred
- Strong communication skills, both verbal and written
- Staffing, training and/or an IT sales background
- Telephone with headset, typing
- MS Office and computer proficiency required
- Ability to work well in a team environment and handle multiple tasks

## **Additional Information:**

- TTA is the largest company in our niche and the prime vendor to most of the major companies in our industry
- IT Training and Staffing/Outsourcing is one of the fastest growing industries.
- Our clients and technology partners include: Microsoft, IBM, Novell, New Horizons Computer Learning Centers, major consulting companies, leading IT training companies, schools, and corporate training organizations.
- We will train you on our proprietary Customer Relation Management System, as well as the IT staffing and training markets.
- You will be supported by our telemarketing department, marketing programs, email campaigns, trade shows, ads, and website.
- You are also supported by expert customer reps and recruiters who handle the recruiting, order processing, and make necessary travel arrangements.
- Minimum standard hours: 8:30 a.m. - 5:15 p.m. or 11:45 p.m. – 8:30 p.m.
- Opportunities for advancement.
- Minimum travel. Positions located at our home office on Rte 9 in Westborough, MA.
- Salary, commission, bonuses, and excellent benefits including company matching 401k.

If you meet the above requirements, please send your resume to:

[HR@TheTrainingAssociates.com](mailto:HR@TheTrainingAssociates.com) by Fax: (508)890-8658

Or

THE TRAINING ASSOCIATES  
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