

JOB DESCRIPTION

January 2025

TITLE: Junior Sales Representative

DEPARTMENT: Sales/Marketing

REPORTS TO: Executive Director, Sales

SUMMARY

We are seeking a highly motivated goal-driven **Junior Sales Representative** to join our team and support our sales efforts. This entry-level role is ideal for someone eager to develop their sales skills while contributing to business growth. You will be trained and supported by an excellent marketing and technical sales department. Responsibilities include identifying potential clients, generating leads, maintaining customer relationships, and assisting in closing deals.

RESPONSIBILITIES:

- Strong communication and relationship-building skills.
- Basic understanding of **data center operations, cloud computing, and IT infrastructure** (preferred but not required).
- A self-starter with a **goal-oriented mindset** and eagerness to learn and earn.
- Basic knowledge of CRM software is a plus.

REQUIREMENTS:

- Strong communication and relationship-building skills.
- Basic understanding of **data center operations, cloud computing, and IT infrastructure** (preferred but not required).
- A self-starter with a **goal-oriented mindset** and eagerness to learn and earn.
- Basic knowledge of CRM software is a plus.

This position offers an excellent benefit package and the potential to transition into senior sales roles.

Quota, commission and bonus structure to be finalized within the first months of employment.



ABOUT BLUE HILL:

Blue Hill Data Services helps commercial, and government customers reduce their operating costs and minimize risk by providing fully managed 24/7 data center hosting solutions, and a full array of complementary IT support services including remote management support.

All services are delivered from On-Shore, USA, supporting customers worldwide and from all industries since 1994, with a production data center that has never lost utility power, and three backup data centers. We meet all regulatory compliance and audit requirements necessary to support our growing customer base.

Our differentiation is providing customized solutions, flexibility both in contracts and solutions, cost effectiveness, and personalized attention. A customer's data center environment can be hosted within Blue Hills' private cloud, or Blue Hill support services can be provided remotely to the customers' site.

Specializations include:

- Mainframe-as-a-Service (MFaaS) solutions, including all managed services offerings
- iSeries-AS/400 hosting and Managed Services
- Applications support and maintenance. These services help customers mitigate the risk of a retiring workforce supporting MF legacy applications. Customers also utilize these services as a necessary step in the roadmap to eventually transform their applications to newer technologies.
- Open Systems hosting and Managed Services
- Dedicated Disaster Recovery and Business Continuity solutions
- Colocation Services

Our deep Mainframe and Mid-Range technical skills and longstanding experience enable us to support our customers' legacy environments as well as implement new technology solutions. Acting as our customers' partner, we help address the need to maintain their Mainframe environment, either indefinitely or until they choose to get off the Mainframe, providing flexibility in reducing costs as utilization decreases.

We are proud of our customer satisfaction 100% - we have never lost a customer due to poor service.