

Restaurant Technology Sales

Sales

Pinnacle Hospitality Systems is a leading reseller in the point-of-sale industry. With more than 30 years in the industry, our team prides itself on offering our customers unmatched business consulting, customer service, and accounting resources.

Pinnacle is looking for eager, energetic sales professionals who can grow their portfolios in our South Florida market.

This is an outside sales position responsible for marketing and promoting our products and services to customers throughout the assigned territory.

Responsibilities:

- Achieve targeted sales revenue goals
- Maintain a weekly call plan and travel schedule
- Extensive travel within assigned territory to meet with customers and provide sales presentations or demos, as well as cold calling.
- Demo products to groups and individuals with direct focus on sales
- Establish long-term business relationships, to create future sales and referrals
- Maintain an in-depth knowledge of our products and services
- Produce a continuous volume of outbound communication
- Record all contact and sales information in our CRM
- Attend networking events, both in-person and virtual
- Other reasonable duties and assignments as requested

Qualifications:

- This position requires as self-starter who has the capacity to work independently without the need for daily supervision
- Strong closing skills and thrives under pressure
- Ability to fully demonstrate the products represented
- The capability to effectively use basic computer programs, such as Microsoft Office products (Outlook, Word, etc.), and our CRM database.
- Exceptional communication skills, both verbal and written.
- Willingness to generate a large volume of phone calls, correspondence, and prospecting cold calls.
- A clean driving record and a valid driver's license.
- Willingness to travel extensively throughout assigned sales territory.

Additional Benefits:

In addition to a competitive salary plus commission-based pay structure, Pinnacle offers a full benefits package, including medical, dental, and vision, a matched 401k, and paid vacation and time off.