

Restaurant Technology Specialist

Hospitality - Food & Beverage Technology Industry
New York City & Greater Boroughs

Company:

Leebro POS is the #1 ranked provider of Digital Dining in the US, an innovative and award winning point-of-sale solution for the hospitality/foodservice industry. We are growing rapidly in an exciting technology market and are seeking an experienced sales professional to join our team in the Metropolitan New York City Area. Digital Dining's mobile POS featuring iPads and suite of software are featured in some of the most recognizable restaurants, nightclubs, movie theaters, and casinos worldwide such as Eataly, Masa and Tavern on the Green. Our company environment is fun, energetic and personable. We recognize how integral each team member is to our growth and success, so we place great importance on finding the right match. Working with our supportive and inspiring team is truly a unique opportunity that provides motivated individual the potential for personal and financial growth.

Position Summary:

As a Restaurant Technology Specialist, you will work as a member of the sales team and will report directly to the Sales Manager. This is an outside sales position. You will be responsible for generating new business and managing customer relationships for hospitality point-of-sale software, hardware, and services. You must be able to manage and perform assigned tasks effectively, communicate and act professionally within the workplace and with clients. Sales associates are supported with a proven sales program, lead generation, high profile marketing programs, B2B partnering, and extensive training and development.

Duties and Responsibilities:

- Outside sales position
- Manage and oversee the entire sales cycle from initial qualification to deal close
- Prospect, solicit, identify, and qualify new account opportunities
- Understand and articulate information regarding highly technical leading edge products & services
- Provide on-site or in-office demonstrations to potential clients
- Present detailed proposals that include hardware, software, and services
- Maintain knowledge related to our suite of hardware, software, and services
- Develop lasting relationships with customers
- Monthly / Quarterly quotas which must be met
- Represent the company at industry events (i.e. association meetings, trade shows, conferences etc.)

Required Skills/Experience:

- Associates or Bachelors degree in business, hospitality/foodservice, or technical field
- Minimum of 2 years of selling experience to the hospitality/foodservice industry
- Minimum of 1 year restaurant management experience
- Ability to manage and prioritize multiple tasks
- Creative problem solving and strong interpersonal skills
- Advanced oral, written, and interpersonal skills; Excellent presentation skills
- Skilled at identifying decision-makers, building strong relationships, consultative selling skills
- Proven Closing Skills: Demonstrated record of consistently meeting and exceeding annual sales quotas
- Expertise in Microsoft Office and Windows products (Excel, Word, PowerPoint, Windows Operating System)
- Applicant must reside in the Metropolitan New York City area
- Some Travel and Evening or Weekend schedules may be required

Compensation:

- HIGH SALES COMMISSION IN ADDITION TO BASE SALARY, \$100K+ EARNING POTENTIAL
- Health, Dental, Vision Insurance
- 401K with Company Match
- Pre-Tax Benefits for Commute Expenses
- Paid Vacation, Holidays, and Sick Days
- Work related travel and telephone expenses covered