



**TOSHIBA AMERICA INFORMATION SYSTEMS, INC.**

**JOB TITLE:** Inside Sales Representative  
**FUNCTION:** Sales  
**JOB CLASSIFICATION:** Regular Full-time  
**LOCATION:** Irvine Headquarters  
**DIVISION:** Digital Products Divison  
**JOB CODE:** 003851/TAIS

**JOB OVERVIEW:**

Responsible for selling Toshiba products and services via the telephone to channel partners and end users.

**REQUIREMENTS:**

- BS/BA Business Administration, or other related degree or an equivalent combination of education and related business experience.
- 3+ years of inside sales with a corporate technical company.
- Ability to skillfully influence and negotiate.
- Must possess a strong internal drive to succeed and be able to self-motivate.
- Strong organizational and time management skills.
- Excellent analytical skills with the ability to solve business issues and to build win-win solutions.
- Outstanding written and verbal skills with the ability to influence and gain the confidence of key decision makers.
- Strong ability to open new accounts and obtain results.
- Excellent presentation skills over the telephone with the ability to hold an audience.
- Proficiency with full MS Office Suite, Lotus Notes, and Siebel.
- High-tech Industry experience.

**RESPONSIBILITIES:**

- Sell Toshiba mobile computing products and services to channel partners and/or end users.
- Generate, qualify and close prospective resellers and/or customers through cold calling over the phone.
- Provide and present product information via telephone. Responsible for negotiating price, closing sales, maximizing demand, generating account penetration and growing account activity to drive higher product /service revenues.
- Recruit and manage channel partners.
- Maintain awareness of competitor products/solutions and determine market potential by identifying and tracking market opportunities.
- Perform other duties as may be assigned

Please apply using an on line resume or email your resume as a Word.doc attachment to: [employment@tais.com](mailto:employment@tais.com) including **Job Code 003851/TAIS** in subject line.

**Due to active spam filters within our database, resumes not submitted with the job code reference number in the subject field will be deleted.**

We are not currently accepting resumes from recruiting/staffing/temp agencies.

TAIS supports a diverse workplace and is an equal opportunity employer.

### **ABOUT TOSHIBA:**

Headquartered in Irvine, Calif., Toshiba America Information Systems (TAIS) is comprised of three divisions: Digital Products Division, Digital Solutions Division and the Storage Device Division. Together, the three divisions provide mobile products and solutions, communications, storage and imaging products and services. Products include industry leading portable computers, PDAs, projectors, DVD/CD recordable products and hard disk drives for computers, telephony products, digital imaging systems, wireless solutions and services.

TAIS provides sales, marketing and services for its wide range of information products in the United States and Latin America. TAIS is an independent operating company owned by Toshiba America, Inc., a subsidiary of Toshiba Corporation, which is a world leader in high technology and integrated manufacturing of electrical and electronic components, products and systems. Toshiba has global sales of over \$47 billion and more than 300 subsidiaries and affiliates worldwide. For more information visit the company's website at [www.toshiba.com](http://www.toshiba.com).

### **COMPANY BENEFITS:**

Toshiba America Information Systems has designed a comprehensive, yet flexible, benefit program to offer freedom of choice options to address the different needs you and your family may have. With that in mind, we offer a wide range of health benefits, life activity, education/career development and financial savings/security programs and empower our employees by providing them with the tools and the information they need to effectively manage their health/wellness care.