



**TOSHIBA AMERICA INFORMATION SYSTEMS, INC.**

**JOB TITLE: Senior Sales Representative**  
**FUNCTION: Sales**  
**JOB CLASSIFICATION: Regular Full-time**  
**LOCATION: Home Office - Colorado**  
**DIVISION: Digital Products Division**  
**JOB CODE: 003874/TAIS**

**JOB OVERVIEW:**

Develop business relationships with Independent Software Vendors that can either assist in securing end user opportunities or act as resellers of our hardware to their end users.

**RESPONSIBILITIES:**

- Achieve or exceed assigned notebook quota. Identify key VAR's in your territory and new large CAR prospects. Develop and execute a plan to generate new Toshiba business in partnership with these resellers.
- Monitor the Top Opportunity Decision Matrix to ensure the current state of business is accurately reflected with won/lost opportunities added/removed in a timely manner and new opportunities appropriately represented.
- Pro-actively track competitive information at reseller level weekly and make recommendations to management on actions needed to stay competitive information at reseller level weekly and make recommendations to management on actions needed to stay competitive while correctly positioning Toshiba's value add versus the competitive solution.
- Work effectively with Manager of Reseller Sales and HQ staff to formulate and make recommendations to ensure that most effective use of field resources to pursue and grow opportunities.
- Communicate customer needs to various departments (Marketing, Service, Business Planning) making sure customer satisfaction and sales growth continues.
- Perform other duties as may be assigned.

**REQUIREMENTS:**

- BS/BA Marketing, Business Admin, Communications, or other related degree or an equivalent combination of education and related business experience.
- 5 years demonstrated revenue-driven sales within the computer hardware industry with 2 years selling for a manufacturer.
- Ability to identify and resolve dealer/end-user product/service issues.

- Must possess a strong internal drive to succeed, be able to self-motivate, and to meet or exceed projected accurate forecasts.
- Strong ability to foster enthusiasm and teamwork, present a positive and forward-thinking attitude, and is committed to the Company's goals.
- Excellent analytical skills with the ability to solve business issues and build win-win solutions.
- Strong verbal and written communication skills with the ability to influence and persuade with a positive attitude.
- A model team player who demonstrates supportive relationships with peers, customers, partners, and corporate executives.
- Excellent presentation skills with the ability to hold the interest of a technical or non-technical audience.
- Proficiency with full MS Office Suite, Lotus Notes and internet applications.
- Computer / High-tech industry experience required.
- 50% travel required.

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 003874/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, cable modems, servers, 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.

Because people's needs for benefits change, **Toshiba America Information Systems, Inc.** regularly reviews its already rich benefits plans with a *Commitment to a Work/Life Balance* philosophy. Most benefits will be active on your first day of employment.