

About Us

Founded in 1975, RYAN Business Systems is one of the largest independent providers of CANON and KYOCERA office technology solutions in Connecticut and Massachusetts. We are highly respected for our dedication to total customer satisfaction.

At RYAN, we focus on far more than just equipment. Our Sales Team brings innovative, real-world solutions for our client's print management needs; we help cut costs, secure documents and reduce the environmental footprint. We are a growing, dynamic organization that has a need for individuals who are driven to contribute their professional best.

We are currently seeking Sales Representatives in Connecticut and Massachusetts to expand and retain sales revenue within an assigned territory. We are looking for experienced Sales Professionals who are highly motivated and goal oriented with excellent communication and time management skills. The ability to work independently and under pressure is essential.

Responsibilities

- Maximize Sales in assigned territory. Meet or exceed Monthly Sales targets.
- Gain market share through the development of new accounts.
- Articulate and position CANON and Kyocera Products, Services, and Solutions to key decision makers.
- Execute proposals, presentations, product demonstrations and accurate paperwork for sales transactions.
- Develop strong relationships with customers and consistently deliver high levels of client care.
- Maintains contact lists for each account and records of all account activity within RYAN CRM software.
- Provide Monthly Activity Reports detailing prospecting activities.
- Attend meetings and trainings as required.
- Performs other duties as assigned.

Qualifications

- Previous experience in a successful CANON and/or Kyocera sales role required; preference given to those with Digital MFP industry experience.
- Clear history of new business development by prospecting and growing revenue in multiple accounts.
- Goal oriented with strong drive to succeed.
- Strong written, verbal and interpersonal skills including the ability to give formal presentations and demonstrate equipment to individuals and groups.
- Excellent listening skills. Ability to develop an in-depth understanding of each customer's needs and to propose appropriate solutions and options.
- Ability and willingness to spend the majority of each business day visiting customer sites and a desire to build solid working relationships with a variety of businesses.
- Willingness to work the hours necessary in order to meet quota, respond quickly to customer needs, complete paperwork, and succeed at sales.

- Computer and software literate.
- Strong time management and organizational skills including the ability to prioritize multiple opportunities and manage pipeline appropriately.
- Team Player, reliable, punctual and possessing a positive attitude. Professional appearance and manner.
- Valid driver's license and good driving record.
- Bachelor's Degree preferred.

Compensation and Benefits:

- Competitive Base Salary and unlimited Commission potential
- Car Allowance
- Company Laptop
- Initial and ongoing Sales and Product Training to advance your professional development and grow your sales career
- Paid Vacation, Holiday and Sick Time
- Comprehensive Medical/Dental/Disability Insurance
- 401K and Profit Sharing Plans
- A great work environment with a team of people who enjoy working together!