

Outside Library Solutions Consultant / Sales Rep

Location: USA (Preferably West and MidWest)

Full-Time



POSITION

Discover a world of innovation with mk Solutions, your global partner for cutting-edge library solutions. From advanced RFID systems and automated equipment to state-of-the-art book dispensing, we redefine libraries. Be part of our expansion across the US and Canada. Explore the available full-time roles and join us on this exciting journey!

JOB SUMMARY

As a full-time Outside Library Solutions Consultant (Sales Rep) specializing in Library Automation Software and Hardware, you will be responsible for promoting and selling our innovative technology solutions to libraries, educational institutions, and other relevant organizations. You will actively engage with potential customers, establish strong relationships, and drive sales growth by demonstrating the value and benefits of our library automation software and hardware products. Your primary focus will be on meeting and exceeding sales targets, expanding market reach, and providing exceptional customer service.

KEY RESPONSIBILITIES

- Devise and execute compelling sales strategies to propel the adoption and sales of library automation software and hardware products.
- Identify and proactively target potential customers (libraries, educational institutions, etc.) through research, networking, and lead generation.
- Conduct persuasive product demonstrations, presentations, and sales pitches to showcase the value of our library automation solutions.
- Foster robust relationships with key decision-makers and stakeholders, tailoring solutions to meet organizational needs.
- Collaborate with the sales and product teams to stay informed about enhancements, trends, and market dynamics.
- Create and deliver persuasive sales proposals, negotiate contracts, and secure new business opportunities.
- Exceed assigned sales targets, contributing to overall revenue growth.
- Collaborate with the Bids Team for RFP-based sales.
- Ensure exceptional customer service from inquiry to post-sales.
- Maintain accurate sales records in the CRM system.
- Participate in industry events to enhance industry knowledge and promote our solutions.
- Assist marketing in targeted campaigns and brand awareness

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REQUIREMENTS

- Essential 1-3 years Outside Sales Experience.
- Proven success in software/technology sales, ideally to libraries or educational institutions.
- Strong communication and rapport-building skills.
- Ability to identify and address customer needs effectively.
- Self-motivated with a customer-centric approach.
- Proficient in CRM tools and sales software.
- Willingness to travel extensively.
- Valid driver's license and reliable transportation.
- Stay current on industry trends and advancements.
- Skill in identifying leads, networking, and cold calling.
- Proficient in articulating product value and advantages.
- Strong closing and negotiation abilities.
- Effective organization and prioritization skills.
- Library industry knowledge and RFID experience are pluses.
- Strong computer skills including Excel, Word, PowerPoint, and Google Suite.
- Experience with CRM systems (preferably Monday.com and/or Salesforce) a plus.

Note: This job description is intended to provide a general overview of the position. Duties, responsibilities, and qualifications may be adjusted or expanded based on the needs of the mk Solutions.

BENEFITS

mk Solutions offers a comprehensive benefits package to our full-time employees, featuring a wide array of valuable benefits. In addition to health insurance, we provide a Health Savings Account (HSA), dental and vision care coverage, and the opportunity to enroll in a 401k plan.

MK'S ONLINE JOB APPLICATION

Prospective candidates are encouraged to finalize [mk's job application](#) following application submission, if you wish to initiate further contact, please feel free to reach out via email to jobs@mksolutions.com