

Job Title: Equipment Closer

Location: Cleveland, OH

Company: IronTek Solutions

About Us: IronTek Solutions is a pioneering tech start-up specializing in the marketing and sales of construction equipment. Our flagship product, FleetNow Marketplace, is revolutionizing the \$300B equipment industry by providing a unique and comprehensive platform. We are experiencing rapid growth and seek a dynamic Senior Equipment Closer to join our team and drive our sales efforts forward.

Position Overview: As an Equipment Closer, you will lead our inbound sales team, fine-tune the sales process, and expand our customer base. This role offers significant opportunities for career advancement as we continue to grow our sales team across multiple entities. We are looking for a motivated individual who is ready to take charge, demonstrate their capabilities, and progress within the company.

Key Responsibilities:

- **Inbound Sales Management:**
 - Manage, maintain, and close inbound sales leads provided by the marketing team.
 - Understand and optimize the internal sales flow, directing customers to appropriate sales channels when necessary.
 - Follow up with prospects who request additional information, adhering to our 9-step sales cadence.
- **Sales Process Optimization:**
 - Operate efficiently within our enterprise-level, proprietary systems.
 - Identify and implement best practices to enhance the company's lead generation strategies.
 - Utilize the internal lead dashboard to manage and convert inbound leads, targeting an 8% close rate.
- **Lead Qualification and Closing:**
 - Qualify all inbound leads and sales opportunities.
 - Source equipment as needed to successfully close deals.

Preferred Skills and Qualifications:

- 2-4 years of sales or relevant experience required.
- Highly motivated self-starter with strong team collaboration skills.
- Exceptional organizational and time management abilities.

- Industry-specific knowledge preferred but not required.
- Excellent communication skills and the ability to remain composed in high-stress situations.
- Active listener who values feedback and constructive criticism.
- Creative problem solver with strong analytical skills.
- Willingness to learn and understand all sales aspects of the construction equipment industry. Mechanical knowledge is not required.

Benefits:

- Generous Vacation Time: Includes vacation days plus 8 paid holidays per calendar year.
- Bonus Days: 12 annual bonus days (one Friday each month).
- 401(k) / Profit Sharing Plan: Competitive plan with contributions.
- Health Benefits: Comprehensive health, dental, and vision insurance package

Compensation:

- Base Salary: \$30-\$35,000 per year
- Commission Earnings: Potential to earn up to \$85,000 annually, based on performance

Company Overview: IronTek Solutions is dedicated to transforming the construction equipment industry and supporting small business owners through innovative solutions. Our flagship product, FleetNow Marketplace, is the fastest-growing online marketplace in the industry, aggregating data from thousands of sources to streamline the sales process and increase profits. As a FBE Certified tech start-up, we foster a highly entrepreneurial, fast-paced, and collaborative culture where risk-taking and enthusiasm are encouraged.