

## **Company Description**

ABS Business Systems provides equipment, service, and solutions to businesses across the Southeast, ensuring a hassle-free process from sales to support. Leveraging expertise in digital document creation, workflow, and management technologies, ABS designs tailored systems that enhance collaboration and communication for its clients. Unlike competitors limited by specific brands, ABS partners with various technology providers to deliver customized solutions that meet unique business objectives. By combining advanced products and services, ABS helps businesses improve productivity and gain a competitive edge. The company values its community connection and strives to provide exceptional support and representation.

## **Role Description**

This is a full-time Territory Manager role based on-site in Birmingham, AL. The Sales Representative will be responsible for building and maintaining client relationships, identifying customer needs, presenting tailored solutions, and achieving sales targets. Day-to-day tasks include prospecting and cold calling, scheduling and conducting client meetings, and following up with prospects. Additional responsibilities include maintaining accurate sales records and staying updated on industry trends and solutions to best serve clients.

## **Qualifications**

- Proven sales skills, including prospecting, cold calling, and closing deals
- Ability to build and sustain customer relationships and identify client needs
- Strong communication, presentation, and negotiation skills
- Time management and organizational skills to meet deadlines and sales targets
- Basic technology knowledge, familiarity with workflow and document technologies is a plus
- Proficiency in using CRM systems and Microsoft Office Suite
- Previous experience in B2B sales or office technology solutions is preferred
- Willingness to work on-site and interact directly with clients

In addition to applying online, please email your resume to [Huntley.Longgear@absimage.com](mailto:Huntley.Longgear@absimage.com).