



BE GREAT

Build Great Digital Products

THE JOB: SALES REPRESENTATIVE

AWH, a 23-year old Dublin, Ohio software engineering and product development firm is looking for an outside sales rep in the Central Ohio market. Despite our advanced age, we run like a groovy, nerd-centric startup. **We're offering a full-time sales role with a base plus 5% of what you sell.**

What if you had the opportunity to build an outside sales role on the cutting edge of software development? You'll target, pursue, and close companies that want to build software applications – 'cause that's what we do.

Sure, you've been successful in consultative sales for a while, and you know tech, but you've never been given free rein to build your own desk.

Or, you may be a highly articulate, organized, stubbornly persistent hardware rep or even an event coordinator that knows the difference between IoT and iOS.

We're looking for a strongly reliable, super smart, tech-savvy outside sales rep with killer follow-through. No, we won't train you. But we'll help you figure it out. Besides, you've already mastered the art of prospecting and are a whiz-bang at CRMs like Salesforce. **It's a metric-driven gig, but you have an "if I build it, they will come," attitude.**



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We've got two excellent sales engineers to help you close. **Just get the door open and we'll give you the tools to make some money.**

If you are into #adulting and realize that hitting the numbers means your (excellent) team gets paid on Friday, we want to speak with you.

If you love the Columbus tech scene and want to spend evenings at Happy Hours with a bunch of CIOs, have we got a job for you.

Ping Robin at robin.walters@awh.net and let's talk about AWH.