

Field Sales Specialist

About CCB Technology

CCB Technology delivers award-winning IT support and project services tailored for businesses and nonprofits across the nation. Our solutions are designed to be flexible and scalable, addressing the specific needs of organizations of all sizes. With a commitment to empowering clients, we provide expert-managed services that ensure operational efficiency and success. At CCB Technology, we prioritize client satisfaction and long-term partnerships.

Role Overview

The Field Sales Specialist drives new business acquisitions and maintains ongoing client relationships within assigned markets. This role combines proactive field prospecting and face-to-face selling with account management responsibilities, including client support, solution development, and relationship growth. The position requires a consultative approach, strong communication skills, and the ability to manage both new and existing accounts to achieve shared business goals.

Key Responsibilities

- Drive new business acquisition within assigned markets through proactive field prospecting, networking, referrals, and in-person engagement
- Build and manage a healthy pipeline of new and existing opportunities, balancing prospect development with account growth
- Conduct consultative discovery conversations to understand client needs and recommend tailored solutions
- Lead in-person and virtual sales meetings with prospective and existing clients, guiding them through the sales and onboarding process
- Develop and maintain strong, long-term client relationships by serving as a trusted advisor and primary point of contact
- Support existing accounts by providing ongoing client engagement and insights that drive retention and growth
- Collaborate with internal teams to deliver seamless client experiences and achieve shared business objectives
- Accurately document client interactions, opportunities, and account activity in CRM, maintaining up-to-date pipeline and forecast data
- Represent CCB professionally in the local business community while maintaining awareness of market trends, competitors, and client feedback

Qualifications

- 2+ years of experience in field sales, outside sales, business development, or account management, with responsibility for both new and existing clients
- Proven ability to prospect, generate net-new business, and grow relationships through a consultative, relationship-driven approach
- Strong analytical and problem-solving skills, with the ability to assess client needs and recommend practical, value-driven solutions
- Excellent written and verbal communication skills, including professional presentation and interpersonal abilities
- Experience managing client relationships and delivering high-quality customer service focused on retention and growth

- Comfortable working independently in the field while collaborating effectively with internal teams
- Working knowledge of CRM systems and sales tools to manage pipeline, account activity, and forecasting
- Basic understanding of financial concepts, budgeting considerations, and cost-effective solutions for clients
- Experience selling to small or mid-sized businesses, ideally in a B2B, financial services, MSP, or consultative sales environment
- Bachelor's degree in business, communications, or a related field preferred; valid driver's license and ability to travel within assigned territory