



Communication is Your Business

AEP NETWORKS

Opportunity Specification – Sales Referral Agents

Territory: North America

Successful Sales Referral Agents will possess the following attributes:

- Sales experience selling software security and network technology products
- Industry experience and contacts in industries such as, telco, finance, transportation, healthcare, education, government, utilities and pharmaceutical.
- Ability to cultivate relationships where you have been viewed as a trusted advisor.
- Existing business that offers the opportunity to introduce technology products and address security concerns for third parties.

AEP's contributions to the success of Sales Referral Agents:

- AEP product sales training
- AEP product collaterals and marketing materials
- Access to AEP In-house pre-sales technical support expertise
- Office space available on a case by case basis

Referral Fee Structure: Sales Referral Agent will earn a fee of 10% to 25% of AEP revenue from purchased products and services resulting from agent's efforts. Please contact us at salesjobs@aepnetworks.com

IMPORTANT DISCLOSURE: The relationship of AEP Networks and Sales Referral Agent shall be and remain, strictly as independent contractors. Neither AEP Networks nor Sales Referral Agent shall be, nor represent itself to be, the joint venture, franchisor, Franchisee, partner, broker, agent, employee, servant or representative of the other, for any purpose whatsoever. No party shall be responsible for the acts or omissions of the other, and no party hereto shall have the authority to make any representations or incur any obligations on behalf of the other.