



## Senior Account Executive

Work from home

\$100,000 to \$150,000 + Commissions compensation

Full Time Employment

### POSITION DESCRIPTION

Client Company Sales Professionals are responsible for selling technical solutions – cloud/hosted, on premise, managed services and professional service engagements. Specific product knowledge with Cisco, EMC, Riverbed, NetApp and competing manufactures is desirable. Additionally, an understanding of IP voice-video-collaboration, storage and virtualization add to the desired skills and experience sought for this position. Provide Client Company technology solutions to mid-to-large size business clients. Accountable for meeting and exceeding sales goals. Client Company offers a competitive compensation plan including base salary, commissions, an expense allowance, and great benefits. Client Company supports your success as an account manager by providing sales training and an excellent support structure.

This position reports to the AVP of Sales - Commercial.

## RESPONSIBILITIES

Consistently meet or exceed sales invoicing quotas (Margin and MRR) by identifying, developing and closing new sales opportunities

Consistently complete agreed upon sales activities (calls, contacts, registrations, activities, quotes, statement of discovery, needs analysis, etc.)

Effectively utilize company tools and methodologies to manage accounts

Maintain expertise on Client Companies products, services and solutions to effectively position technology options and close profitable sales to Commercial Business customers.

Apply consultative sales approach to grow the customer base and drive higher revenues, customer growth and customer retention

Coordinate efforts with other internal teams and groups to ensure effectiveness and efficiency

Stay current on competitive information and offerings.

Proactively assess, clarify and validate customer needs; compare and contrast existing infrastructure to Client Company solutions including invisible, transparent and visible solutions.

Ability to effectively profile target accounts

Utilize professional networking to build relationships with executive and decision making managers at targeted clients.

Work collaboratively with inside sales and marketing to coordinate various sales activities (targeted mailings, telemarketing, order processing, marketing events, etc).

Proven track record of hunting, developing new opportunities and establishing new customer relationships

Ability to understand client business issues and needs and formulate recommended solutions that drive value for the customer and Client Company.

Performs other duties as assigned and required. Duties and responsibilities may change from time to time without notice and include but are not limited to the duties described above.

Performs effective account planning with an extended team, calling at all levels with customer's organization, and managing partner relationships

## SKILLS/KNOWLEDGE/COMPETENCIES

Experience selling on premise, managed and cloud technology services

Must be skilled at the identification and pursuit of new business opportunities within the mid-to-large size Business market through cold calls, creative lead generation, personal sales visits and sales presentations.

Proven track record for achieving sales targets in business market.

Exceptional customer facing/listening skills.

Strong personal sales ability including exceptional closing skills

Ability to represent and speak on Client Companies behalf at various professional events and trade shows

Ability to constructively and persuasively present technology solutions and close business with business owners and decision-makers

Customer-focused with a strong sense of urgency and the ability to multi-task, problem-solve and manage client relationships in a fast-paced environment

Excellent interpersonal skills including strong motivation, focus and passion for selling services of value

Excellent verbal and written communication skills as well as strong presentation skills

Experience preparing and presenting winning proposals

Computer literate with a high level of proficiency in all Microsoft applications

Experience with managing longer sales cycles and balancing and driving multiple simultaneous opportunities to closure

A demonstrated ability to become a trusted advisor to customers

## QUALIFICATIONS

Bachelor's Degree or equivalent experience.

At least three (3) to five (5) years of sales experience, preferably within a high technology environment

Minimum of 1 to 3 years B2B field sales experience, preferably with high tech products (hardware, hosted, managed and/or professional services) in companies of 250 – 5,000 employees.

Ability to Travel; valid Driver's license with acceptable driving record.

## BENEFITS

Extremely competitive compensation along with great benefits.

Comprehensive benefit package including health insurance, dental, vision, short & long term disability, life & AD&D insurance, paid time off, 401k (Traditional and Roth), Flexible Spending Account (FSA), free fitness center, free parking, casual dress code, and more.

A dynamic, fast-paced and rewarding work environment that is friendly, casual and flexible. Opportunity to work for a company that invests in your success in a position that offers variety and opportunity for growth.

Opportunity to be part of an innovative organization with unlimited industry growth potential

**Bill Easton**

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