

Account Executive

The Account Executive is responsible for the individual profitability of each account and for establishing rapport with potential clients, developing a customer base, and relating the company's products, programs and services in a way that leads to increased sales.

The ideal candidate will have at least 5 years of outside sales experience and a proven track record of sales successes in the IT industry. The position requires effective presentation, report and proposal writing skills in addition to experience in developing and maintaining internal and external relationships at a high level. In-depth knowledge of budget processes as well as the short and long-term implications of business decisions is required.

Responsibilities:

- Manage all aspects of the account relationship including customer service (complaints, questions, problem resolution, and overall satisfaction) and all customer communications (sales and marketing promotions, proposals, and billings)
- Manage and execute solution selling efforts, including the identification and qualification of buyers and closing business
- Responsible for maintaining a positive and professional corporate image with each account, maintaining a level of contact that anticipates opportunities for new business
- Responsible for pursuing, prospecting and initiating calls to potential clients while maintaining a close relationship with existing accounts
- Responsible for initiating calls to potential clients
- Develop and increase sales revenue to meet individual, team and company goals
- Assist with strategic marketing plans including profit and sales goals
- Create reports on sales activity through telephone contacts, appointments and communicates uncovered customer needs and issues
- Review market analyses to determine customer needs, volume potential, and price schedules
- Maintain current knowledge of industry, competition, and company products and service offerings
- Represent the company at sales/marketing events such as trade associations, trade shows, technical briefings, etc.

Qualifications:

- Five years outside sales experience in the IT industry
- Knowledge of needs, trends and practices affecting customer and market behaviors
- Up to date technical, marketing and entrepreneurial skills
- Ability to develop rapport with broad spectrum of individuals and companies
- Experience with computers and Contact Management software
- Ability to manage a long sales cycle with a consultative selling approach