

## Job Title: Account Executive | Reports to: Director of Sales

### SUMMARY

The Account Executive is responsible for the sale of Company services with a primary focus on hunting for new logos and closing new business. The person in this role will lead the sales effort across all Company products and capabilities and focus on establishing long-term client relationships. He or she will show prospective clients how our passionate and innovative services will ensure the stability of client networks, processes, and security so they can focus on being an agility-driven team delivering creative disruption to their clients and industry.

### ESSENTIAL DUTIES AND RESPONSIBILITIES

Includes the following.

- Lead Management
  - Continuous prospecting, prospective client identification and qualification
  - Responds in a timely manner to all inbound and partner sales qualified leads
- Pipeline Management
  - Regular and continuous creation of new pipeline
  - Philosophical alignment qualification of prospective client opportunities
  - Continuously builds and maintains adequate pipeline to cover and deliver against budget
- Opportunity Management
  - Adoption and utilization of established Sales Process
  - Client Fit, Solutioning, Presentations, Pricing, Negotiation, Close
  - Continuous advancement of opportunities through the sales process
  - Regularly converts opportunities into happy and referenceable clients
  - Maintains daily CRM Opportunity Hygiene
- Forecast Management
  - Submits regular sales forecast as required
  - Delivers against sales forecast with accuracy
- Account Management
  - Serve as accounts trusted advisor
  - Maintain Happy and Referenceable Account Status
  - Expand/Upsell Accounts
- Performance Management
  - Meets or exceeds assigned monthly and quarterly sales quota (new RMR)
- May perform other duties as assigned

### QUALIFICATIONS

#### Required Skills/Experience

- A. /B.S. Degree is required (possible exceptions if offset by professional experience and track record)
- At least 5 years of relevant outside sales experience
- Experience selling to medium- and large-enterprises
- Familiarity with cloud enterprise managed services and infrastructure solutions
- History of consistently exceeding corporate objectives and quotas
- Deep understanding of the industry, client needs and competitive landscape
- Adept at prospecting and lead generation
- Experience working within CRM applications
- Extensive knowledge of Microsoft Office, including Visio
- Effective communication & negotiation skills
- Proven ability to sell both professional and managed services into Fortune 2000 accounts as the sales lead.

#### Recommended Skills/Experience

- Proficiency with HubSpot CRM
- Familiarity with the following technology products:
  - Nutanix
  - Veeam
  - ServiceNow
  - Avaya or Zultys
  - Oracle SBC, SD-WAN

### HOW YOU KNOW IF THIS JOB MIGHT BE FOR YOU

- You like meeting and working with new people. You are comfortable prospecting and engaging with people at all levels in an organization. You speak eloquently yet exude authenticity and trustworthiness.
- You are motivated and driven to deliver value. You take ownership of your responsibilities and follow through on all client and team member requests and questions.
- You are as comfortable in one-on-one interactions as you are at presenting to large groups and leading large group discussions.
- You are comfortable with change and multi-tasking. You enjoy learning new concepts and are quick on your feet. When things change, you know how to “roll with the punches”.
- You demonstrate an understanding of negotiation principles.
- Working conditions

### WORKING CONDITIONS

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed in this job description are representative of knowledge, skill and/or ability required. Reasonable accommodations will be made to enable individuals with disabilities to perform the essential functions.

### A typical day in the life of an Account Executive might include

- Prospecting
- Meeting with prospective clients
- Attending events with strategic partners and prospective clients
- Working with Practice Engineers to understand products and services
- Providing Voice of Customer to Practice Engineers for product development
- Meeting with current clients to identify account expansion opportunities
- Updating and Tracking sales activities in Hubspot
- Developing SOW contracts for new and existing customers
- Developing professional slide presentations

If you are interested in this opportunity, please send us your resume, availability to interview and salary requirements immediately. If you are not and know of someone that qualifies or is looking for opportunities, please forward their contact information. We compensate for referrals that are successfully placed.