



Posting Title: Account Manager / Account Executive
Location: National (United States)

Current Need:

The successful candidate will have experience selling IT and Professional Services to large organizations (preferably Fortune 500 and mid-sized organization experience) complemented with internal sales experience to grow existing customer accounts. They should be comfortable cold calling, working both autonomously, and working with team based sales groups that consist of seasoned sales and IT professionals. They will be comfortable working in a recruiting role, where at time the job calls for technical recruiting tasks to be performed E.g. interviewing and selecting qualified candidates. These tasks will be limited, and normally should not be more than 5% of the overall work performed.

Position Description:

As an Account Executive you will be responsible for strategically identifying, prospecting and growing mid to large market business accounts and/or State and Local Public Sector accounts. Account Executives are required to call on prospective customers and identify new business opportunities. Through acquisition/solutions based selling, you will analyze customer needs, identify and customize IT services to win accounts. The primary role of this position is to build a revenue generating sales pipeline, which will mainly consist of prospective accounts. You will work within a team environment and partner with the account management team to maintain and grow accounts. You must have the ability to effectively build and manage a sales funnel. You will be accountable for a high volume of cold calling, appointment setting, and closing of general business accounts to achieve all sales quota metrics. In addition, you will work side by side with prospective customers as a professional consultant to analyze IT business needs and make recommendations on solutions that will benefit the customer. You will prospect and develop relationships with national Corporations. You will open new accounts and cross-sell to an existing base of clients. Responsibilities will include qualifying, contacting, and closing IT professional services. In addition, successful candidate will propose and implement sales cycle enhancements that will improve performance, close ratio, and revenue stream.

General Requirements:

- 8-12 years Sales experience including 5+ years cold calling experience.
- Excellent written and verbal communication skills with ability to communicate clearly and straightforward.
- Top-rate presentation skills coupled with solution based sales experience.
- Excellent work ethic and self-starter with the ability to succeed in a competitive environment.
- Must have the ability to maintain confidentiality.
- Possesses outstanding ability to prioritize and organize effectively.
- Experience working with CRM contact management software. (Salesforce, ACT, etc...)
- Superb ability to use personal computer and software applications.
- Knowledge of information technology, business intelligence, and data center services.
- Ability to identify complementary solutions to provide value to our customers.
- Willing to travel to close deals.

Minimum Requirements:

- 5+ years experience in business to business (B2B) sales.
- Strong written and verbal skills.
- Strong prospect qualifying experience.
- Exceptional client relationship management experience.
- Self-motivated who takes initiative and works well in a team environment.
- Ability to meet deadlines and work independently when required.

Education:

- 4-year degree in business, marketing or related field, or equivalent experience. (MBA a plus)

Send Resumes:

- Aviiva Careers | careers@aviiva.com

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