

Tuesday, July 07, 2009

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## Technical Sales Account Executive

### Key Results Area

This person will be responsible for developing new business opportunities for the development and/or infrastructure division. This person must be a highly motivated individual with sales experience specific to technology solutions.

#### Office Hours: Flexible

#### Key Results Area #1: Identify and Qualify New Business Opportunities

1. Research new business opportunities
2. Generate and qualify leads
3. Demonstrate career stability within the sales arena
4. Develop relationships and build rapport with business contacts
5. Execute sales plans and programs to ensure profit growth and expansion
6. Maintain sales pipeline, including sales forecasting, sales initiatives, and client retention measures
7. Identify product and services opportunities and effectively articulate to technical team

#### Key Results Area #2: Sell Services and Provide Consulting to Senior-level Executives (Business and Technical)

1. Demonstrate selling technology solutions
2. Understand the project Life Cycle
3. Demonstrate success in working direct-sell responsibilities with targeted accounts
4. Demonstrate a strong technical aptitude
5. Exhibit strong consultative, value-proposition/business case driven sales methodology
6. Sell solutions and services related to technologies used by I.T. by Design
7. Have strong written and oral communication skills

#### Key Results Area #3: Manage Current Account and Assess Future Business Opportunities

1. Strategically manage multiple, complex sales opportunities
2. Use ROI models, business case development, references, and related data in sales process
3. Create sales opportunities (up selling/cross selling) with customer base
4. Respond to inquiries regarding price, product, objections, and availability
5. Work with technical managers to assist in client satisfaction
6. Interface with existing clients and develop new strategies