

SR. ACCOUNT EXEC, NETWORK SPECIALIST

JOB TITLE: Sr. Account Executive, Network Specialist: St. Louis

DEPARTMENT: Sales

JOB DESCRIPTION:

A: Purpose and Scope

Network Sales: Hunter Mentality Required - PRIOR NETWORKING SALES EXPERIENCE REQUIRED!

This position requires the ability to successfully prospect for new sales opportunities in the mid market sector across various vertical markets. This includes developing new prospect opportunities and increasing the Innovative Technology Group presence in the St. Louis region. The candidates will need to possess the ability to sell complete Networking that clearly fit into our customers business requirements and solve their current pain points. As an Outside Sales/Account Executive, you will be responsible for the entire project cycle including, identifying new opportunities, building rapport and educating customer, proposing and closing the deal and ensuring the client's satisfaction once the project is completed.

B. Responsibilities

1. Internal

- a. Experience selling one or more of the following technologies required: Wireless and/or Wired LAN/WAN solutions, routing, switching, cabling, network security.
- b. Proven ability to work on a team with technology subject matter experts
- c. Outside Technical sales experience required.
- d. Proficiency in Microsoft Word, Excel, PowerPoint.
- e. Strong Organizational, oral and written communication skills.
- f. Ability to clearly demonstrate and articulate the value proposition of a solution, technically and financially.
- g. Demonstrate exceptional follow-through and personal drive.
- h. Previous experience selling for a Value Add Reseller or Systems Integrator a plus.
- i. Follow up on new leads
- j. Prepare presentations, quotes, and forecasts
- k. Maintain client relationships
- l. Position requires great attitude and aptitude



2. External

- a. Represents ITG and Color Art Integrated Interiors at Business and Professional functions.

C. Organization Relationships

The Sr. Account Executive reports directly to the VP of Sales/President.

JOB REQUIREMENTS:

A. Education and Training

The Account Executive is required to have education/training in the following areas:

- a. Bachelor's Degree from a four year college or university, technology or business degree preferred.
- b. 5 + years experience selling technical solutions at multiple levels.
- c. Previous attended Sales Skills Training
- d. Presentation Skills Required

B. Technical Requirements

The Account Executive is required to read and understand technical and non-technical documents as related to the sales of and contracts for ITG's products and services. This includes the ability to interface with both technical and non-technical team members. The Account Executive must be computer literate and able to perform basic software and presentation functions such as the utilization of Microsoft Word, Excel, and PowerPoint

C. Experience

Must have a proven track record, exceeding \$1 million + in quota with Networking Products. The Account Executive shall have 2 years of successful selling experience. Success is defined as continued revenue growth over the 2 year period as well as profitable growth

APPROVAL:

VP of Sales/President: _____ Date: _____

Sr. Account Executive: _____ Date: _____

