



Version	Last Revision Date	Owner
3.0	19 October 2011	Donnie Clemmons

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## Account Executive

ProSys, a leading provider of advanced IT solutions and professional services, addresses the complete technology lifecycle - plan, design, integrate, operate and optimize - for the enterprise, commercial and government markets. Our portfolio includes data center and virtualization, unified communications, borderless networks, security and contact center solutions.

ProSys holds the highest networking industry certifications from partners Cisco, EMC, HP, Microsoft, NetApp, VMware, CommVault and others. ProSys is a financially solid company with a consistent, managed growth rate over the past five years.

This opportunity provides an outstanding benefit package including, medical/dental/vision benefits, 401K plan, generous vacation/holiday days in the first year of employment, cell phone and mileage reimbursement, a flexible work environment and continuous training/skill development.

We are presently recruiting for Account Executives in the following markets:

**Florida**

### ***Summary of Position:***

### ***Major Responsibilities***

Responsible for closing profitable sales transactions through researching sales leads, obtaining knowledge of customer organizations, developing customer relationships, building strong business relationships with partners and vendors.

- Generate business leads to achieve short and long term revenue and profit growth targets
- Effectively and consistently forecast sales and opportunity pipeline to regional and corporate management
- Develop and execute a business development strategy for assigned territory
- Develop and maintain a high level understanding of Strategic Partners offerings
- Support and promote local marketing events in conjunction with strategic partners supporting market positioning and market demand generation
- Manage proposal and presentation creation and delivery both written and oral.

### ***Position Qualifications/Requirements:***

5 years experience in the following:

- Bachelor's degree or equivalent of 5 years of IT VAR/Channel Sales Experience

## Job Description – Account Executive



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- Selling Information Technology products (i.e. Enterprise, Emerging Enterprise and MidMarket segments with a focus on HP, Cisco, EMC, Netapp, VMware), consulting services and managed services into prospects and client base.
- Combining products and services into technology solutions that meet customer's business needs
- Establishing value-based, advisory relationship with client's top management (C-Level), enabling high value engagement to grow accounts & meet defined revenue and profitability goals.
- Knowledge of IT applications, infrastructure and ROI-based selling a strong plus.

### **Solution Selling Requirements:**

- *Demonstrated ability to attain and exceed quotas on regular basis*
- *Ability to build, grow and maintain longterm customer relationships*
- *Ability to document and forecast sales pipeline*
- *IQ for Information Technology and clear understanding of the relationships between business issues and IT solutions*
- *Desire and ability to learn new technologies and concepts*

### **Contact:**

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