

Organization: Sales
Job Title: Account Executive – Cisco Focused
Location: Norcross, Ga.

Description of Duties:

Aggressive self-starter with ability to develop a sales territory/account base, builds executive relationships, articulates business strategies, and creates the demand and close deals.

- Three-five years of direct selling experience
- Ability to demonstrate sound knowledge of Collaboration and Data Center Technologies
- Responsibilities for overall accountability for business growth within account/geographic base
- Strong skills in prospecting, replacing an incumbent vendor, and protecting the installed base
- Demonstrate knowledge of a process for developing and managing a territory including forecasting, quota attainment, sales presentations, short-term, mid-term, and long-term opportunity management
- Must have the ability to deliver business value to customers
- Build on customer relationships
- Strong technical and business knowledge with complementary skills to understand the customers' business
- Demonstrate the necessary skills to negotiate issues with peers, partners and customers using a Win/Win philosophy
- Position end to end solutions and articulate solutions to senior customer executives

Minimum Position Requirements:

- Bachelor's or Associate's Degree
- 5+ years of experience in the sales, marketing or technical support of enterprise solutions
- Knowledge of hardware and/or software acquisition cycles and buying influences
- Advanced knowledge of industry software and hardware terminology and concepts
- Excellent written and verbal communication skills and strategic selling skills
- Ability to relate technical and business concepts and user needs
- Ability to work independently and in a team environment
- Significant experience selling enterprise systems with the understanding of complex selling cycle
- Proven track record of making annual selling quota
- Ability to Travel

Preferred Requirements:

- Vendor Sales Certifications (Cisco, VMware, EMC, NetApp, etc.)
- Highly motivated attitude