

JOB SUMMARY

Title: Senior Account Executive: Responsible for sales and technical details covering the CMT line card of manufactures and products. In this role, you will be responsible to communicate the CMT corporate message to our customers up to an executive level complete sales initiatives and campaigns while furthering pipeline opportunities toward closer.

ESSENTIAL DUTIES AND RESPONSIBILITIES: *Performs duties and responsibilities commensurate with assigned sales duties within the sales department which may include, but are not limited to, any combination of the following tasks:*

- Fosters and grows the assigned names account base to a goal of \$100K of GP per month.
- Responds to sales request for product and technical information to customer while communicating corporate message.
- Maintains sales and technical credentials, including requires certifications. Examples are Symantec, NetApp, Quantum, Brocade, VMware, and HP.
- Conducts customer research to better understand business drivers, including research, while advising and developing strategy in response to identified sales opportunity.
- Prepares sales and technical presentations, including demos, while working in conjunction with both the sales and TSO teams on identified opportunities.

SUPERVISION RECEIVED AND EXERCISED: This position reports directly to the Senior Vice President of Sales. No formal supervisory responsibilities.

KNOWLEDGE, SKILLS, AND ABILITIES REQUIREMENTS:

- Considerable technical knowledge of Data Center and IT technical operations, including specific product knowledge of Symantec, NetApp, Quantum, Brocade, VMware, and HP. This includes detailed understanding of how each of the manufacture products works in combination to achieve a world class IT environment.
- The ability to identify, understand and translate the business requirements of a target customer and then develop a direct correlation of the corporate initiatives to IT solutions and budget.
- Ability to prepare and analyze comprehensive technical documents; ability to carry out assigned projects to their completion; ability to communicate effectively verbally and in writing; ability to establish and maintain effective working relationships with employees, manufacture partners and customers, specifically C-level and executives.

EDUCATION AND EXPERIENCE REQUIREMENTS:

- Graduation from an accredited college with a Bachelors Degree, preferable in a technical discipline.
- Ten or more years of technical related experience in IT and Data Center Operations.
- Or any equivalent combination of education, experience, and training that provides the required knowledge, skills, and abilities.