



Current Sales Opportunities

ACCOUNT EXECUTIVE

JOB DESCRIPTION: If you want to accelerate your sales career, you need to stop thinking about Day One stuff. Instead think Year One and Beyond. Our client has created a collaborative culture that rewards bright, driven, and ambitious people. Join their team and let your innovation be celebrated; work with amazing colleagues; enhance your skills; and make your mark. Together you can do great things! For example, take this search we are now working on. It involves an Original Design Manufacturer (ODM) that has asked us to find them several senior-level Account Executives, former President Club winners, to help them grow as big as their dreams. As a result, you will, too!

That's the stuff that's beyond year one. If you are interested, here is what Year One is all about. Start by exploring the responsibilities and qualifications of this position below.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

Customer Focus

- Create value for assigned targets/prospects by identifying unique hardware/software solutions and related services and derive appropriate revenue and margin from that value.
- Define a strategic selling approach to be used to win and sustain business with each new customer.
- Develop a Customer Matrix Relationship for every customer to enable strategic relationships between our client's leadership team and their customer/prospect counterparts.
- Work in close partnership with assigned Account Manager(s).

Market Knowledge

- Develop expertise in assigned vertical markets, segments, and applications along with knowledge of customer applications, market trends, and regulations.
- Assist in defining and aligning client's core competencies with the requirements and trends of the market segment.
- Seek out competitive market data and proactively communicate internally.

Leadership

- Act as the primary interface between customer and client on new strategic activities.
- Provide inputs to the Inside Sales team to enable them to manage and exceed customer expectations.
- Actively participate in monthly and quarterly Business Development Meetings.



Current Sales Opportunities

QUALIFICATIONS/EDUCATION/EXPERIENCE:

Required:

- Associates or Bachelor's degree and 15+ years successful experience selling technical products and services.
- Proven history of developing new business with new customers.
- Detail orientated and able to handle multiple tasks at one time.
- Good organizational skills
- Self-motivated and able to work as a member of a team.
- Ability to travel extensively (up to 60% of time).

Preferred:

- Engineering degree is a plus.
- Experience selling purpose built computing products to Fortune 2000 clients.
- Experience with value-based and complex solution selling.
- Experience selling to OEMs.
- Experience selling to companies in client's defined vertical markets.

While this is all the Year One and Beyond stuff; Day One is pretty good too. These are things like compensation, the company, the culture, and the people. However, none of these matters unless "Year One and Beyond" makes sense for you.

ABOUT OUR CLIENT: Our client designs and manufactures connected customized embedded devices for Original Equipment Manufacturers that require application ready, network-enabled platforms for delivering advanced solutions to their customers. Our client's devices are engineered to support applications that are computationally intense, have large complex data sets, massive fast storage or IO requirements, or intensive graphical imaging needs.

CONTACT INFO FOR THIS OPPORTUNITY: If you like what you have read so far and are interested, please respond with a current resume in a Microsoft Word.doc attachment. My team will review your qualifications and if there is a match with our client's needs, we will contact you directly. Please include a daytime telephone number and your email address. All information will be held in strict confidence and nothing will be sent to our client without your consent. If there is not an immediate match, your records will be updated with your information and we will contact you when we have an opportunity that matches your qualifications on a future search. Please feel free to forward this email to your professional network as this may be someone else's dream opportunity.

Forward your resume to: dan@suncoast-partners.com