**Sr. Account Executive – Big Data, Analytics, CRM Consulting Services/Technologies**

**Location: Chicago, IL**

**DESCRIPTION**

**Role Summary:**

This opportunity is with a leading technology and business services company serving mid-sized business to enterprise customers with a focus on the intersection of big data, analytics, marketing automation and CRM that provides an integrated approach to automating customer interaction.  This individual contributor position is uniquely responsible for developing leads, generating business at new accounts and expanding business at existing accounts within a specified territory. It is a combination of direct selling and joint selling by leveraging the company’s partner ecosystem. Account executives become the “trusted advisor” for our customers and inspire them to realize benefit from the company’s solution offerings.

**Major Responsibilities/Activities:**

* Meet and exceed assigned sales booking and revenue goals, monthly, quarterly and annually
* Strong background in developing and generating new pipeline and revenues
* Strong business acumen to understand client requirements & recommend business technology solutions
* Research and prospect target leads
* Experience in delivering client-focused solutions based on customer needs
* Demonstrated ability to communicate, earn trust, and effectively present at executive and C-level
* Strong negotiating skills
* Displays professionalism, strong work ethic, flexibility & ability to work in a fast-paced environment
* Proven ability to manage multiple opportunities at a time while paying strict attention to detail
* Results oriented in a high-performance environment
* Qualify and respond to inbound inquiries and partner referrals
* Participate in and help manage marketing events/seminars
* Engage consistently in direct sales and joint partner selling activities
* Develop proposals, review internally and price options for the solutions being proposed to prospective clients
* Own the coordination of statements of work (SOW) delivery and their timely execution with clients
* Lead master service agreements (MSAs) and other legal documents through the internal and external review processes and drive to completion
* Follow through on proposals until deal completion
* Manage project initiation activities and the handoff from sales to the project delivery team

**Experience**

* The individual will have a pedigree of individual sales achievement within the services or technology industry:
  + Experience selling or delivering Big Data and Analytics Services
  + Experience selling or delivering Salesforce.com services
  + Experience selling or delivering Cloud based business services and technologies
* Exceptional business maturity and ability to communicate and negotiate with customer and partner leadership executives
* Ability to simultaneously manage multiple sales cycles to completion
* Experience selling a wide range of service offerings including strategy, implementation, and managed services
* Work independently, take initiative, coordinate effort across functional teams and drive results
* Consultative, attention to detail coupled with being a desire to tenaciously solve problems
* Excellent time management and organizational skills to prioritize individual efforts amongst possibly competing tasks
* A “blend and friend” ability to become part of the prospect’s culture
* Possess a “think on your feet” attitude and be comfortable doing so
* Strong presentation skills (MS PowerPoint, Word and Excel)
* Familiarity with salesforce automation applications like Salesforce.com, Microsoft Dynamics CRM, Siebel
* Familiarity with Cloud and other Big Data and Analytics services, technologies and capabilities, such as Google, AWS, Microsoft Azure and others
* Good communications skills both oral and written (English)

**Education**

* Bachelor’s or Master’s Degree