

## Account Executive

IT Partners is looking for an Account Executive who has a strong personal brand and a desire to make a lot of money. The VAR world is highly competitive but can be very rewarding. Our AEs work closely with IT Partners' industry leading consultants to focus on discovery, rather than pitching, through deep dives with potential clients. You will work closely with clients to gain a deep understanding of the customer's IT and business objectives, priorities, requirements and challenges. Add value by implementing IT Partners' strategy and presenting creative solutions through storytelling and consultative conversations to solve customer needs. You will maintain and nurture relationships post-sale while presenting additional solutions. You will also develop and engage with the partner ecosystem to maximize IT Partners' presence in the industry and success to spread within an account.

### Responsibilities

- Reach and exceed personal sales quota. Formulate a sales strategy and vision for each client; build and execute a plan to drive growth and profitability.
- Leveraging and expanding your network to foster relationships with influencers in our industry to develop and drive business.
- Collaborate to find the right solutions to help our clients understand the real needs of their business, in turn turning clients into loyal, returning customers.
- Develop and nurture relationships with your customers to increase client satisfaction.
- Build and maintain a network of key internal contacts and utilize partner relationships to present a united front to clients and secure strong cross-group collaboration.
- Continually develop industry knowledge, strengthen business acumen and grow professionally.
- Develop and maintain a strong level understanding of the IT industry and IT Partners offerings to bring relevance to the customer.
- Be present at industry events and engage in client activities/events to increase industry and product knowledge.

### To be successful on our IT Partners team, you should have:

- An entrepreneurial spirit.
- Strong people person qualities. A relationship builder who connects with people and values friendship. Trusted Advisor skills and delivers on promises.
- Must lead by example and bring 100% effort.
- Fearlessness. Embraces challenges and knows no boundaries.
- Minimum 5 years of sales experience
- Experience with a consultative, relationship-driven sales cycle
- Track record of long-term success and upward mobility in previous roles
- An innate desire to help clients find solutions to real problems
- Knowledge of the IT industry