

Sales Executive (Outside Sales)

The ServInt Sales Executive is responsible for improving the company's market position and achieving revenue growth. The Sales Executive executes upon long-term organizational strategic goals, builds key customer relationships, identifies business opportunities, negotiates and closes business deals and maintains extensive knowledge of current market conditions. The Sales Executive works collaboratively with the ServInt inside sales team, marketing staff, and other managers to increase sales opportunities and thereby maximize revenue for ServInt. To be successful in this position the ServInt Sales Executive must identify potential new customers, build-up and maintain the pipeline of new business, log potential opportunities in the CRM system, and ultimately convert them into clients (revenue). The Sales Executive will also help manage existing clients and ensure they are satisfied with the quality and service provided by ServInt.

Job Description

The primary role of the ServInt Sales Executive is to prospect for new clients by networking, cold calling, advertising and/or other means of generating interest from potential clients. The Sales Executive is required to grow and retain existing accounts by presenting new solutions and services to clients. The Sales Executive will also support the activities of others responsible for developing business for the company. Strategic planning is a key part of this job description, since it is a ServInt Sales Executive responsibility to develop a pipeline of new business opportunities. This requires a thorough knowledge of the market, the solutions/services the company can provide, and of the company's competitors. The activities of the Sales Executive include but are not limited to:

- Prospect for potential new clients and turn this into increased business.
- Cold call as appropriate within a specific market or geographic area to ensure a robust pipeline of opportunities.
- Ensure that data is accurately entered and managed within the company's CRM or other sales management system.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/Principals.
- Work with other members of ServInt to develop winning proposals.
- Participate in pricing the solution/service.
- Present a positive image of ServInt to current and prospective clients.
- Forecast sales targets and ensure they are met by the team.
- Track and record activity on accounts and help to close deals to meet these targets.

Experience

- Proven sales experience
- Track record of over-achieving quota
- Experience working with a CRM tool/application

- Familiarity with different sales techniques and pipeline management/development
- MS 365 competency
- Strong communication, written, negotiation and interpersonal skills
- Self-motivated and driven
- IT Outsourcing, Hosting and/or System Integrator experience preferred
- Experience with AWS a plus

Required

- USA Citizenship
- BA/BS degree or equivalent
- 3+ years sales experience