

Account Executive

About LAVA:

LAVA is a Technology Sales and Consulting organization supporting the largest commercial/enterprise companies in the world with their evolution to next-gen technology services. We help our clients evaluate and deploy new technology solutions, while reducing complexity and operational expenses. We have a strict focus on the “As a Service” and MSP ecosystems to help our clients secure, enable and accelerate their workforce. We work in a fun and fast paced environment and have a family first culture and mentality.

About the Role:

As an Account Executive, you will produce new business and market presence through effective selling into past, current, and prospective customers. You will accomplish this through account planning, territory planning, researching prospect customers, using business development strategies, and completing field-based sales activities as needed to achieve your goals. You will have strong existing relationships that can be leveraged for immediate conversations about how LAVA can help your clients reduce cost and complexity while advancing technology services across the enterprise.

Your Responsibilities:

- Gaining new business and incremental revenue to meet sales targets.
- Retaining, managing, and growing your existing customer base.
- Educating and exciting customers while leveraging innovative business solutions.
- Building relationships with key decision makers.
- Presenting and creating multi product solution opportunities.
- Understanding and selling groundbreaking integrated solutions including UCaaS, CCaaS, SDWAN, SASE, IAAS, Security, Managed Cloud, etc.
- Tracking and reporting progress through sales force automation tools.
- Ability to generate pipeline directly (A proven sales hunter and closer)
- Demonstrated experience managing complex sales cycles and negotiating win-win agreements based on value-based selling while consistently meeting and exceeding quota
- Outside / field selling experience required; willingness to travel to customer sites regularly
- Skilled with creating and delivering presentations, online web demos and remote sales processes
- Strong interpersonal skills, including the ability to convey and relate ideas to others
- Vibrant, energetic attitude, with drive and a willingness to perform
- Proficiency using Salesforce.com

Required Qualifications

- 10+ years of technology sales experience selling infrastructure, security, cloud, networking, or collaboration.
- Experience establishing trusted relationships with current and prospective clients and other teams
- Experience producing new business, negotiate deals, and maintain healthy C-Level relationships
- Experience achieving sales targets
- The ability to understand the "bigger picture" and our plans around IT
- Experience promoting a customer success focus in a "win as a team" environment