**Senior Sales Executive – Southeast (Manufacturing & Hi-Tech)**

Location: Remote, Southeast U.S. (with travel for client meetings, events, and conferences)

We are seeking a dynamic Senior Sales Executive to drive new business growth in IT Services and Digital Solutions across the Manufacturing industry with additional opportunities in Hi-Tech, Semiconductor, and Software sectors. This role is designed for a proven “hunter” who thrives on building executive-level relationships and closing complex, multi-million-dollar deals.

This is an individual contributor role with significant visibility, focusing on strategic new logo acquisition and expansion of client relationships within a high-growth territory.

Key Responsibilities

* Originate and close new business at the C-Level, VP, and Director level across Manufacturing, Hi-Tech, Semiconductor, and Software clients.
* Develop and execute a territory strategy focused on new logo acquisition and revenue growth.
* Prospect for new customers through direct (calls, face-to-face) and indirect (networking, industry events) methods.
* Drive the entire sales cycle, from first engagement to deal closure, leveraging consultative and value-based selling techniques.
* Build and maintain relationships with senior executives, positioning solutions as business enablers and ROI-driven investments.
* Collaborate with technical teams and product specialists to design and deliver tailored client solutions.
* Provide accurate forecasting and regularly report on sales activity, pipeline progress, and market trends.
* Cultivate strong relationships with strategic partners and third parties to broaden solution offerings.
* Deliver feedback on competitive activity, market opportunities, and customer needs to inform strategy and innovation.

Basic Qualifications

* 10+ years of sales experience in IT Services, Technology Solutions, and/or Consulting.
* 5+ years of recent sales experience into Manufacturing, Hi-Tech, Semiconductor, or Software accounts.
* Proven record of closing multi-million-dollar IT Services deals ($20M–$25M+).
* Bachelor’s degree or equivalent work experience (4+ additional years of sales experience).
* Ability to travel up to 40%.

Preferred Qualifications

* Demonstrated success in achieving or exceeding annual quotas of $16M+.
* High energy, urgency, and decisiveness with the ability to thrive under pressure.
* Strong executive presence with exceptional presentation, communication, and relationship-building skills.

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