**Senior Sales Executive – IT Services**

**Location: Chicago, IL (with travel up to 40%)**

We are seeking an experienced Senior Sales Executive to drive growth in the IT professional services and managed services market. This role focuses on mid-market accounts ($500M–$2B in annual revenue), with a strong emphasis on developing C-level relationships and delivering transformational technology solutions that address today’s business challenges.

The ideal candidate is a proven “hunter” who thrives on building new relationships, shaping solutions, and closing complex deals.

**Key Responsibilities**

* Originate, develop, and close new business opportunities with C-level executives across mid-market clients.
* Sell IT services and solutions including digital transformation, application development & outsourcing, cloud, security, automation, and data analytics.
* Build and execute a go-to-market strategy for long-term client engagement and revenue growth.
* Create and deliver compelling value propositions tailored to client needs.
* Assess opportunities, design solutions with technical teams, and lead the sales process end-to-end.
* Consistently meet or exceed annual sales quotas (total contract value).
* Travel up to 40% for client meetings, events, and industry conferences.

**Preferred Qualifications**

* Deep knowledge of the Chicago IT services market, including client challenges and competitive landscape.
* Proven track record selling IT professional services/managed services with success in multi-million-dollar deals.
* Strong business acumen and ability to influence at the C-suite level.
* Recognized as a trusted advisor and thought leader in the industry.
* Excellent written, verbal, and presentation skills with boardroom presence.
* Experience developing and executing long-term strategies across geographies, industries, and segments.

**Basic Qualifications**

* 8+ years of direct IT services sales experience.
* Bachelor’s degree, or equivalent professional experience (8+ years).

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