



## Client Executive – Hi-Tech (Confidential Client)

Houston, TX (Hybrid)

Portfolio: ~\$35–40M with significant growth expectations

Our Client is seeking a senior Client Executive to lead and expand a strategic Hi-Tech account based in Houston. This is a high-visibility role with full ownership of an established \$35–40M portfolio, with a clear mandate to grow, deepen relationships, and drive innovation.

This is not an “account maintenance” role. This is for someone who knows how to walk into a boardroom, connect business strategy to technology, and turn that into real revenue.

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### What You’ll Own

- Full lifecycle ownership of a strategic Hi-Tech client engagement
- Growth strategy and execution across a ~\$35–40M portfolio
- Expansion into new buying centers and lines of business
- Revenue, profitability, and overall P&L performance
- Executive-level relationships and client satisfaction (NPS)

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### What You’ll Do

- **Drive Growth:** Spend ~75% of your time focused on account expansion, innovation, and identifying new opportunities
- **Own the Relationship:** Serve as the primary point of contact and trusted advisor to senior client stakeholders, including the C-suite
- **Lead Strategically:** Develop and execute account strategies aligned to the client’s business goals, market dynamics, and competitive landscape
- **Close & Expand:** Lead complex deal cycles—from origination through negotiation and close—while expanding the footprint
- **Orchestrate Delivery:** Partner with delivery leaders to ensure solutions are executed flawlessly and meet client expectations
- **Manage the Business:** Own contract negotiations, financial performance, and service delivery outcomes
- **Leverage the Firm:** Bring together consulting, sales, and technical teams to deliver integrated, high-value solutions
- **Elevate Experience:** Continuously improve client satisfaction and engagement outcomes




### What You Bring

- 15+ years of experience in strategic account management, client leadership, or enterprise sales within IT services or consulting
  - Proven track record managing and growing large enterprise accounts (\$20M+), ideally in the Hi-Tech sector
  - Demonstrated ability to build and influence relationships at the C-suite level
  - Strong commercial acumen with experience owning revenue targets and P&L
  - Experience selling and delivering complex, multi-service solutions across global delivery models
  - Exceptional negotiation and deal-closing skills
  - Ability to navigate and lead within a matrixed organization
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### What Success Looks Like

- Measurable revenue growth across the Houston-based account
  - Expanded footprint across business units and stakeholders
  - Strong executive relationships and trusted advisor status
  - High client satisfaction and improved NPS
  - Consistent delivery of profitable, scalable engagements
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 Email: [Laura@footinthedoorrecruiting.com](mailto:Laura@footinthedoorrecruiting.com)

 Website: <https://footinthedoorrecruiting.com/>