



Emerging Accounts Sales Executive - California

We are currently seeking an Emerging Accounts Sales Executive II to join our team in Southern California (US-CA), United States (US).

Preferred Qualifications:

- Demonstrates a deep understanding of the IT services market in the Southern California area, what the current challenges are and how are clients services and technical solutions can provide value and alleviate those challenges for our clients
- Exhibits an understanding of the IT professional services/managed services market with proven experience selling in such areas as digital transformation, application development & outsourcing, cloud services, IT security, automation and data analytics
- Understands the IT professional services competitive landscape and anticipates how market and competitive factors will influence the selling of the services
- Requires the business acumen to interface and successfully influence multiple C-level executives within the customer organization
- Recognized as a thought leader in the industry, our clients business model and competitors
- Ability to assess potential opportunities, develop value propositions, and drive the process
- Design and implement strategy to build lasting client relationships
- Proven ability & success at meeting and/or exceeding annual quotas -TCV
- Understands and applies long-term vision of business/technology direction
- Focuses on selling services solutions across geographies, segments, and/or industries
- Ability and willingness to travel 40% of the time
- Excellent written and verbal communication skills and demonstrates boardroom executive presence

Basic Qualifications:

8 years direct sales experience selling IT services

College Degree or 8 years work experience

✉ Email: Laura@footinthedoorrecruiting.com

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

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