Technology Deployment National Account Executive

Overview

netRelevance, LLC is a successful nationwide technology deployment and management company that provides services to corporations across North America.

We offer our customers managed turnkey solutions for deploying technology infrastructure, networking, wireless, and customer specific technologies across the United States.

Our growth strategy includes growing our portfolio of services and a strong local presence in emerging markets as well as targeting companies with a national footprint.

We have a rewarding Account Executive position available for an experienced Network Infrastructure and IT Services Sales Professional with an Entrepreneurial Spirit and Business Savvy to work closely with netRelevance's management in developing and growing netRelevance's presence in the major metropolitan markets.

This position can lead into a Sales Management role as the netRelevance sales team and market presence is expanded.

This is a full-time position offering full benefits, a competitive salary, and performance-based bonuses.   This position works from your home office when not in the field visiting customers, prospects and/or performing field sales activities.

This position will report to netRelevance's Director of Business Development.

The ideal candidate we are seeking is an entrepreneurial and highly successful Network Infrastructure Solutions Sales Professional with extensive knowledge of the market and existing customer relationships.

Responsibilities

This is primarily a field-based position selling our professional services for IT consulting, design, support and deployment services to customers and prospects. Responsibilities include:

- Develop and solidify long-term partnerships with customers and prospects.
- Develop and increase market share by proactively prospecting, pursuing, and closing new business.
- Work closely with management and pre-sales staff to ensure that customer requirements are properly documented and the appropriate solutions are identified.
- Maintain and document customer communication along with marketing/development progress for each customer and prospect.

- Input and update information into the opportunity tracking system including customer contact information, sales activities, and opportunities for each customer or prospect.
- Develop prospect list and execute a targeted sales and marketing plan to generate new business.
- Follow-up on all existing business to ensure customer satisfaction, retention, quality control, and account penetration.

Requirements

The ideal candidate will have a well-rounded technical knowledge and sales experience of networking, infrastructures, IT Services, a proven history of successful interaction with customers in a selling context, a high-level of enthusiasm, energy, and business acumen.   Other requirements include:

- Proven track record of successful sales of IT services.
- Experience developing and maintaining customer relationships.
- Ability to successfully interface with customers
- Strong interpersonal and communication skills as well as business acumen
- Proven ability to work within a team environment
- Ability to make decisions, take direction and execute a plan
- Detail oriented with follow-through shown in previous jobs
- Able to communicate with and present at the executive level
- Ability to handle multiple priorities simultaneously
- Ability to qualify and close sales opportunities
- Strong persuasion/negotiation skills
- Demonstrated success in an entrepreneurial environment
- Sales abilities along with market knowledge and/or product/technical expertise
- In-depth knowledge and understanding of networking technologies
- Experience gathering business requirements and presenting proposed designs to customers.
- Familiarity with IP Convergence including the design and implementation of IP Telephony (IPT) / Voice over IP (VoIP) solutions (CallManager, Unity, MeetingPlace, IPCC, or IPCC Express) is a strong plus.
- Strong documentation skills and prior experience generating technical documents, proposals, product specifications, and responses to RFPs, RFIs or RFQs.
- Knowledge of Network Security solutions (Firewalls, IDS/IPS, VPN, Host Based Security Solutions) is a strong plus.
- Experience working on Government projects and having security clearance is a plus. Must be able to obtain a security clearance if no current security clearance.
- Proficiency with Microsoft Word, Excel, and Visio is a must.
- A Bachelor's Degree (BS) in Computer Science, Information Systems, Electrical Engineering or a related technical discipline is a plus.

- Must possess a valid driver's license.
- Must own transportation and have updated automobile insurance.
- A minimum of 5 years sales experience selling IT Services and/or Network Design and Deployment.
- Excellent written and verbal communication skills.

To apply, submit your resume in Word or PDF format to hiringmanager@netrelevance.com and reference Technology Deployment National Account Executive.