

Sales Account Executive Job Description

General Purpose

IT Resource is seeking an ambitious Sales Account Executive to join our sales organization. You will be responsible for creating new business by identifying profitable opportunities with new or current customers and be a part of building brand awareness of IT Resource in the community.

If you're customer oriented, showcase excellent communication and negotiation skills, and have a can-do-attitude, this position is for you. Our ideal candidate has a drive for achieving goals and being a part of maintaining a great customer experience. You should showcase the ability to keep the "ball in your court" as you drive opportunities through the sales process from beginning to close.

Ultimately, you will contribute to an increase in revenue and maintain our organization-client relationships at a high standard.

As a Sales Account Executive, you will:

- Service established accounts and prospect new accounts
- Organize regular client meetings to continue to identify opportunities to expand business
- Be accountable for meeting or exceeding the revenue goals set forth for you.

As an ideal candidate, we are looking for the following:

- Minimum 2-3 years of Account Sales experience
- Energetic personality
- Ability to inspire change
- High level of professionalism to effectively manage responsibilities
- Entrepreneurial spirit
- Strong time management and prioritization skills
- Access to reliable vehicle as this position will require frequent travel to customers & prospects

As a part of our company mission, we are looking for someone who has the following skill sets and qualities:

- Someone who is a top-producing salesperson and loves the art of selling
- Someone who is self-motivated
- Someone with the ability to collaborate with team-members and drive an opportunity forward
- Someone who is committed to helping our customers meet their needs and help the organization exceed its revenue goals
- Someone with the ability to find creative solutions and solve problems

Skills/Requirements:

- We are looking to add top producers to our team that will build their book of business and drive additional business with existing customers.
- Proven sales record of meeting/exceeding revenue expectations and other key performance indicators (KPIs). We ask that you provide 2-3 references of individuals you have worked closely with in the last 5 years.
- Organized and detail-oriented individual who values open and constant communication
- Someone who gets stuff DONE!

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- Sets goals and is able to work through till goals are met
- Has a desire for continued learning and is excited about being stretched outside of their comfort zone
- Ability to self-generate leads, as well as build relationships with current customers
- Desire to be something larger than themselves
- Maintain product and service knowledge
- Actively manage sales & marketing campaigns for their territory
- Ability to maintain and document sales activity consistently in ConnectWise CRM and manage other administrative duties in a timely fashion
- Works hard but also plays hard