

## ACCOUNT EXECUTIVE

### Introduction

We are currently adding a seasoned Account Executive to our team of highly trained professionals. The Account Executive will be part of a dynamic team that strategically and consultatively works to identify and initiate target companies with the end goal of selling solutions with real business impact. Solutions require the application of industry best practices and combined with innovative use of technologies to provide superior value.

Computer Solutions offers an array of information technology products and services primarily to the South Texas region. Over the years, we have forged strong strategic alliances with leading IT service providers including Cisco, Microsoft, HP Inc, HP Enterprise, VMware, Rubrik, HPE Nimble, F5, Microsoft Azure, Microsoft365 to name a few. In addition to hardware and software product sales, we are frequently our clients' primary contact for professional and consulting services such as Managed Services, Unified Communications, Network Infrastructure, and Server and Desktop Virtualization. Our record of success is clear—our client base has grown to approximately 300 companies across San Antonio and South Texas leading to tremendous annual revenue growth from \$1 million in 1984 to \$87 million in 2024. Our valued workforce of over 80 highly trained and certified staff creates the culture of success within Computer Solutions, having been rated the *#1 Best Place to Work* in San Antonio by the San Antonio Business Journal.

### Position Summary

The Account Executive must leverage his/her knowledge of IT solutions in a technical and business consultative manner that enables clients to be successful through the application of technology. The Account Executive will manage multiple customers at once, serve as an advocate for our clients' needs and represent Computer Solutions with the utmost integrity. This position reports to the VP of Sales and Strategy.

### Responsibilities

- Leverage existing customer network, referrals, cold calling, Computer Solutions' professional seminars, and business savvy to develop new business.
- Prospect, qualify, and identify key business and technical contacts within the account.
- Communicate Computer Solutions' Professional Services' value proposition and return on investment strategy.
- Develop and execute Account Plans.
- Meet with prospects face-to-face to close new business.
- Manage existing accounts and provide a high level of ongoing support.
- Create proposals and service contracts as part of the sales cycle.
- Communicate accurate account forecasts on a weekly, monthly, and quarterly basis.
- Work cross-functionally with various departments to execute on sales opportunities.
- Work directly with manufacturing partners to leverage Computer Solutions' products and services.

### Required Skills

- Ideal Candidate will possess a combination of Inside/Outside Sales experience.
- Existing "Rolodex" of Small and Medium Business (SMB) contacts who would be interested in Outsourced IT professional services and products.
- Good phone presence and strong business development skills, including prospecting and cold calling abilities coupled with a proven track record of closing business over the phone.
- Strong knowledge of IT needs and concerns in small, medium, and large companies.
- Knowledge of and experience with Cisco product line highly preferred.
- Displays drive, energy, and initiative.
- Demonstrates strong teaming skills and can work independently.

- Professional and positive in interactions with others and can establish rapport quickly.
- Ability and willingness to learn about new products and services and hit the ground running.
- Able to overcome objections and displays solid negotiation skills.
- Executive level oral and written communication skills.