

# **Sales/ Account Executive**

## **Account Executive**

Falkor Group is an information technology consulting firm looking to hire an energetic and aggressive Sales Person/ Account Executive with Entrepreneurial Spirit.

The Account Executive should have a Solution or Service Sales Background (intangibles) such as Managed Services and not just staffing. They should be Comfortable speaking with C Level members of an Organization, involved in a networking group and be able to think outside the box and on their feet.

The Account Executive should have strong vertical experience in any of the following verticals: Healthcare, Legal, Professional Services, Non-Profit, Manufacturing etc\*

### **The Account Executive will**

- Achieve short and long-term goals, sales revenue, gross margin, and other product mix objectives.
- Have a minimum of 3 years experience in Solution or Service sales (intangibles).
- Pass a sales evaluation skill test
- Understand customer needs; translating these needs into requirements so that products and services can be delivered effectively and efficiently. Assures solutions will meet customer requirements.
- Maintain high-levels of customer satisfaction.
- Maintain an up-to-date forecast at all times that identifies information on the sales process, and revenue recognition information, this process is managed in ACT.
- Complete all reporting requirements in a timely and professional basis.
- Contributes to team environment to ensure achievement of the overall company plan and customer satisfaction.
- Participate in sales meetings, training programs, and other company and professional activities.
- Perform other duties as assigned by management.

### **Knowledge, Skills and Abilities**

- Strong ability to communicate is a must
- Four-year college degree or its equivalent is highly desirable
- Consistent record of high-level performance in accomplishing sales
- Tenacity to build relationships with decision makers
- Business Contacts with IT executives in the Chicago market place
- Maturity and motivation to drive the sales process
- Excited at the opportunity to have significant impact as a key member of the sales team
- Strong Commitment to Excellence

Salary negotiable and will be based on their ability to bring immediate sales

40hrs+/week

West Loop Location and willing to travel around Chicago metro area