



## Senior Account Executive

### SENIOR ACCOUNT EXECUTIVE

One of Houston's leading technology consulting companies is growing and needs a seasoned Account Executive. This firm drives the e-business market in Central Texas and Houston, and our award-winning success is based on a proven combination of experience, expertise, and education. At MAM Recruiting, we attract and retain employees far longer than the industry average, ensuring the creation of sustained, repeatable success and value for our customers.

#### Responsibilities:

- New business development
- Identify and qualify prospective clients through personally established contacts, cold calling, and company leads
- Manage the sales process; including managing and guiding the technical pre-sales resources to effectively present solutions to prospective clients
- Prime on RFP responses, proposal development, sales presentations and final contract negotiating
- Engage in ongoing account development and management.

#### Required Experience:

- 2-5 years experience selling software solution services; Experience selling E-commerce projects a plus
- Established business contacts
- Experience with complex sales cycles and large dollar value solutions
- Experience selling to senior management (CIO, IT Managers, VP, Director) in medium to large companies
- Ability to react appropriately in customer settings, "listen" and discern client business needs
- Ability to lead a pre-sales effort in defining complex technical solutions, assist with RFPs and deliver proposals
- Tenacity, independent, strong verbal and communication skills, high levels of energy and self-motivated; must be a self-starter.
- Desire to work in a team environment and contribute to the growth of an established company
- Bachelors degree preferred

Salary will be commensurate with current background and experience. Commission structure is aggressive and benefits include a 401K plan, health and life insurance and an awesome group of people to work with!