

Senior Account Executive (SAE):

We are seeking qualified candidates to sell onsite service solutions for data center hardware maintenance. The focus is on driving new market share by growing current accounts and hunting for new business sales opportunities. Top performers are self-starters who can set their own meetings, maintain control of their schedule and exceed customer expectations.

You must be able to listen closely and respond to customer needs - designing a program to meet those specific needs. Clear, concise communication skills are required to clearly share what SEI offers and how it benefits the customer. You must have the willingness to ask the hard questions that will get you to a "yes" or "no" answer. Follow through with all prospects and customers is essential.

For the A-player who can answer "Yes" to the following questions, this is the opportunity for you.

Are you a person who likes to be treated as an individual?

Do you want the opportunity to have a base salary with unlimited commission (six figure potential)?

Do you like to be held accountable and responsible for results?

Do you want to see your efforts make a difference?

Do you prefer a local territory with a local service team?

Do you want to work for a stable company with controlled growth?

Responsibilities

- Sell on-site IT service solutions for new accounts
- Create solutions to meet customer needs
- Maintain a territory plan and activities to achieve assigned revenue e goals
- Follow SEI's proven sales process
- Creatively sell solutions at CIO, VP and IS Director Level
- Develop and sign major customers with consultative selling
- Maintain and develop existing accounts

Requirements

- 5 - 7 years work experience
- Excellent organizational and follow-through skills

Compensation

- Base salary range: \$40K - \$50K
- First year average income: \$60K - \$80K
- Top performers earn \$100K
- Full Benefit Package
- 401(k) with company match

Interested?

If your skills and positive attitude are a good fit for SEI, [please apply](#) today.