



AlasConnect provides full service IT support and Data Center Services to numerous public and private clients throughout the State of Alaska. Partnered with many industry leaders, we offer only the highest quality products and services.

## Account Executive

Full-time, exempt

### **POSITION REQUIREMENTS**

- Develops and expands a portfolio of corporate clients by networking and marketing
- Assesses client business challenges and makes recommendations for our solutions that address those challenges.
- Makes sales calls and presentations to present products and services to clients
- Create multi-pronged strategy for developing pipeline of leads
- Maintain opportunity pipeline in CRM tool and attend regular meetings to discuss and strategize
- Works closely with internal CTO, Sales Management, and Operations teams in creating strategies to pursue complex solution opportunities outside of our standard legacy offerings
- Negotiates sales, package discounts, and long-term contracts with clients
- Works closely with Client Success Advocate to ensure on-going client satisfaction
- Creates and updates specific territory and/or account plans to achieve sales goals
- Becomes fluent in all products and services offered
- Answers questions, describes benefits, and discusses pros and cons of various competing products or services
- Maintains strong acumen around IT industry trends to establish and maintain credibility with clients.
- Continually looks for ways to extend our brand awareness and develop new client relationships through a combination of market outreach strategies

### **KNOWLEDGE, SKILL, AND ABILITY REQUIREMENTS**

- Strong working knowledge of IT industry
- Negotiation skills
- Presentation skills
- Verbal, written, and interpersonal communication skills
- Ability to multitask and work efficiently and effectively to meet required deadlines
- Ability to learn quickly and apply that knowledge
- Ability to work in a team environment
- Microsoft Office skills (PowerPoint, Excel, Word, Outlook)

### **PREFERRED QUALIFICATIONS**

- 4-year degree or equivalent training, education, and experience preferred
- Industry experience strongly preferred
- 3+ years of sales experience exceeding quotas
- Local market experience preferred

Hiring decisions are contingent upon successful completion of background check and drug screening.

It is the policy of AlasConnect not to discriminate against any employee or any applicant for employment because of age, race, religion, color, handicap, sex, physical condition, developmental disability, sexual orientation or national origin. This policy shall include, but not be limited to, the following: recruitment and employment, promotion, demotion, transfer, compensation, selection for training including apprenticeship, layoff and termination. This company further agrees to take affirmative action to ensure equal employment opportunities.

AlasConnect will attempt to make reasonable accommodations during the application and/or hiring process for qualified job applicants with known disabilities unless doing so would result in undue hardship for the company.