ACCOUNT EXECUTIVE
IT Solutions Industry

WHAT'S THIS ABOUT?

Our client, a powerhouse in IT solutions, proudly serving both the US and Canada, is hiring Account Executives. Step into a fast-paced, dynamic environment where building strong client relationships and closing deals is key. You'll target mid to large-sized companies, guiding them through their IT needs and the sales process. If you thrive on collaboration, competition, and pushing limits, this role is for you!

Your responsibilities will be to grow your business through strategic cold outreach, manage the full sales cycle for mid to large-sized US clients, exceed sales quotas with a robust pipeline, foster lasting relationships with IT management and partners, use Salesforce to track and optimize your efforts, and participate in team meetings while continuously improving your skills.

ABOUT YOU

- Bachelor's degree preferred, 1-2 years of sales experience

- Tech sales and CRM knowledge (Salesforce, HubSpot)

- A relentless drive to close deals and build relationships

- Strong communication and organizational skills

- A go-getter attitude with a commitment to team success

ABOUT US

- Competitive base + commission
- Group insurance after 3 months
- Flexible start times (8:00am - 9:30am)
- Regular team events, "Lunch & Learns," and professional growth opportunities
- A culture built on transparency, integrity, and excellence
- Work from home 1 day a week

IS IT YOU WE'RE LOOKING FOR?

Email Andrew Diotte-Lyles with the position in the subject line.

Attach your complete resume.