

POSITION INFORMATION

Role:

Account Executive

Location:

Pittsburgh, PA
Washington, DC

Status:

Full Time Employee

Career level:

Experienced (Non-manager)

Job category:

Sales / Business Development

Education:

Bachelor's Degree

Work Experience:

10+ Years sales / business
development

Work commitment:

50% - 75% travel and possible
work outside of normal

JOB DESCRIPTION

We are interviewing candidates for an Account Executive position in both Pittsburgh, PA and Washington, DC.

As a key executive within the Technology Blue sales team, the Account Executive will apply exemplary management, tactical and communication skills to identify and close high-level consulting projects.

The Account Executive will sell professional services and COTS solutions to large public and private sector organizations. Experience discovering business challenges and collaborating with Technology Blue delivery experts is critical to success, including presenting solutions at the executive level and gaining commitment.

The Account Executive must have experience leading prospect negotiations, managing multiple complex sales cycles, preparing accurate sales forecasts and maintaining client relationships during and after solution delivery.

The ideal candidate will have the following characteristics:

- Minimum 5 years selling software and services
- Proven track record operating in a prospect-only environment
- Experience developing new accounts
- Strong intellectual ability to synthesize compelling solutions to diverse customer challenges
- Excellent communication, presentation and negotiation skills
- Proven history exceeding corporate objectives and quotas
- Proven prospecting and sales cycle management skills
- High personal and professional integrity
- High social perceptiveness and customer service

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