



Account Executive

Position Overview:

BCTI needs a responsible, motivated sales professional with 4+ years of experience selling solutions to medium and large businesses. A successful outside sales executive will be consultative, selling custom – centric business solutions to new clients. Compensation will be base salary plus commission, and this position will report directly to the sales manager.

About Us:

We are a small but successful company that is known for our high-end technical business solutions and specializations, for our partnerships with major IT industry leaders, and for our “doing the right thing” attitude toward customers and employees. Because of our IT business solution offerings, we are looking for people who enjoy technology and learning, who are dedicated, and who meet the job qualifications.

Minimum Requirements:

- Minimum 4 years of outside solution sales experience with responsibility for prospecting through closing
- Proven success in meeting individual quotas and objectives
- Excellent communication skills – verbal, written, and listening
- Record of continuing education in sales
- Experience managing clients in a CRM system
- Professional attitude and appearance
- Honesty
- Responsible
- Reliable transportation
- Willing to relocate

Knowledge, Skills, and Experience with the following:

- Prospecting including cold calling, networking, and email prospecting
- Ability to work with customers to identify long and short term needs
- Collaboration with a sales engineer to determine best solution options to present to customer
- Excellent skills in Microsoft Office Suite
- Good time management and organizational skills
- Excellent objection handling and closing skills
- Professional presentation skills including PowerPoint presentations

Beneficial Attributes (But Not Required):

- Knowledge of IT solutions – Cisco, Microsoft, VMware, and others
- Experience working for an information technology company or a company in a related field
- Established contacts in the Tri Cities area
- Experience using ConnectWise CRM
- Bachelor’s degree



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Position Responsibilities:

New Business Development / Lead Generation

- Generate new clients in assigned areas
- Make cold calls and create and implement lead generation campaigns
- Use prospecting techniques to get past gatekeeper and set appointments
- Participate in networking and other lead generation activities as defined

Sales activities to Meet Quotas

- Close proposals to meet monthly quota objectives
- Qualify new prospects uncovered through own activities
- Work with clients to identify needs and the best solutions to address those needs
- Create and present solution presentations and proposals to meet client needs for projects and services
- Conduct a smooth hand-off of new projects to technical team
- Collaborate with a sales engineer and/or project manager to meet customer requirements
- Manage and grow new customers that you close
- Keep all sales activities in the CRM system
- Adhere to the BCTI sales process

Benefits:

- Paid holidays
- PTO/sick time
- Insurances
- Retirement plan
- Continuing education
- Relocation package available

Contact careers@bcti.com with resume and cover letter for consideration. Excellent salary and benefits package available for the right candidate.