



Enterprise Sales Executive

Location:

Great Lake Region (or) Cleveland, Pittsburgh, Columbus, Cincinnati, Detroit or Indianapolis

Summary / purpose of this position:

Attevo is a global business and information technology consulting firm. We enable entities around the world to become more productive and sustainable by thinking strategically and facilitating the use of technology to optimize business process and implement enterprise solutions.

Attevo is expanding in the United States, Europe and Southeast Asia. Our engagement track record speaks for itself. We apply business acumen and technology proficiency to solve complex problems for our clients. Our success drives growth opportunities for our existing and new associates. Attevo is currently seeking experienced individuals who are technically astute, business savvy, curious and competent. We want team members who possess the burning desire to be experts in their discipline. Attevo consultants are competent business people with a flair for technology.

The Enterprise Sales Executive serves as a senior business development representative in promoting and managing the sale of the company's IT solution set to C-level executives within large (Fortune 500) accounts across the Great Lakes region and the U.S. Responsibilities include establishing new business, developing current business relationships and ensuring client satisfaction. More specifically:

- Establish contact with C-level decision makers within existing and targeted accounts to schedule business meetings and to gather client specific business information; develop professional relationships with key C-level executives to identify opportunities that create client value, either in solving a business problem or generating new revenue
- Identify and qualify the needs and purchasing processes of prospective clients
- Work with internal and external resources to engineer solutions for clients, resulting in proof of concepts and/or sales proposals
- Assume a lead role in preparing/writing Statements of Work and sales proposals to include responses to RFPs
- Lead negotiations, coordinate complex decision-making process and overcome objections to close purchase agreements
- Provide management with weekly operational metrics, revenue pipeline reports and other reports as requested

- Develop and implement activity plans to insure achievement of the established sales quota
- Maintain the company's contact management database with accurate and up-to-date contact, activity and related client details
- After a consultative sales process, manage the ongoing client relationship during the engagement to ensure client satisfaction, and leverage current engagements into long-term relationships with senior executives
- Represent the company at user events, trade shows and technical product demonstrations

Skills

- Minimum of five years IT solution/services sales and/or consulting experience within "enterprise class" accounts; a proven track record of consistently exceeding corporate objectives and quotas; and a history of establishing strong C-level relationships
- Hands on experience with MS Office Suite

Education

BS/BA degree is highly desired; MBA/MS/MA preferred.

Contact Information:

Please e-mail us your resume and be sure to include the job title you are applying for in the subject line of your email:

Email: recruiting@attevo.com

Tel: 216.928.2800 (USA)