

Account Executive – Professional Enterprise Macintosh Solution Sales Detroit Area

The ideal candidate will possess a quantifiable set of skills and experience with current technology solutions relevant to graphics / animation / print / web / business and vertical market industries. Additional proven record with a demonstrated ability to meet and exceed sales goals is necessary. Candidates should have a solutions-based approach to solving customer needs and must understand complex sales cycles. Must be able to communicate to all levels of professional corporate environments. The candidate must also be able to prospect and develop new business in competitive situations.

The candidate must be highly motivated and organized, able to travel, work independently, and be able to demonstrate potential solutions to clients.

Successful applicants should define work experience in professional sales and technology integration.

Compensation:

Base Salary, plus commission, plus bonus.

Required Skills:

- 2+ years sales experience.
- Exceptional communication and presentation skills.
- Excellent time management and organizational skills.
- Demonstrated ability to close sales.

Responsibilities:

- Identify and qualify prospects by telephone, cold call visits, and networking.
- Maintain pipeline of qualified prospects sufficient to meet and exceed sales quota.
- Prepare sales proposals.
- Ability to present multimedia proposals to prospective clients.
- Negotiate and close orders, prepare contracts.

This full-time position offers a base salary and great benefits package including medical, dental, 401K with company match, paid time off and holidays.

If qualified, please send your resume including salary requirements to:

tina@macprofessionals.com

Applicants should respond by e-mail with resume, letter describing relevant work experience, at least three references, and salary requirements. Incomplete responses will not be considered. Applicants who respond by phone, or respond without salary requirements will be disqualified.

Principals only. Recruiters please don't contact this job poster.

Please, no phone calls about this job!

Please do not contact job poster about other services, products or commercial interests.