

Sr. Account Manager

Toronto

As a Senior Account Executive you will leverage you sales expertise and contacts to position further expand our client's customer base with the following software solutions (Citrix, MS, VMWare, HP (Blade Servers, SAN, Cisco, Unix)

Develop new sales; manage and grow the current portfolio; achieve annual sales & profitability targets.

Provide advanced IT consulting services to our clients using a business solutions and relationship-driven approach.

Propose and provide IT solutions to our clients.

Co-ordinate with technical delivery teams to ensure customer focused solutions.

Create and deliver business solutions presentations to business executives.

Develop a consistent pipeline of new business leads and prospects.

Previous experience in selling SAN solutions, blades, Intel and UNIX servers.

Previous experience in selling HP hardware, Citrix and Vmware technologies would be an asset.

Qualifications

Strong communication skills and demonstrated experience in building customer relationships at the technical management level and above.

Proven top-down selling experience and relationship management with C-level executives.

Experience with high tech solutions selling.

Proven ability to meet and exceed designated sales targets.

Two years experience as a senior consultant responsible for the delivery/project management of Systems Integration Projects and/or Outsourcing Services.

Excellent written and oral communication skills.

Additional

University Degree

Minimum of 5 years directly related experience.

Ability to handle multiple assignments and priorities, and manage major projects.

Sound understanding of the tools and technology applied to the IT discipline is critical.