



Technology Sales Account Executive - North Carolina – Full-time

Advanced Business Equipment has been providing technology solutions for over 35 years. As an independent, locally owned organization, ABE helps businesses throughout the Carolinas with a unique combination of hardware, software and IT services.

Qualifications for this career opportunity include professionalism, integrity, a willingness to learn and a dedication to provide the best customer service in our industry. By joining the ABE team in the role of Technology Sales Account Executive, you will learn all aspects of our company; work with businesses small and large in our community; and provide a valuable technology resource to our customers.

In addition to continuous learning, this individual will provide on-going account management for our current customer base, prospect continuously for new sales opportunities, and meet sales objectives of the company. A strong work ethic, positive attitude and a consultative sales approach are a must for this position. Previous experience with technology sales or support, CRM systems, and MS Office applications are helpful.

Responsibilities include but not limited to the sale of Managed IT Services, Managed Network Services, Remote & On-Site Support Network Security, Cloud Backup Solutions, Wireless, Server Migration, End User Help Desk Support, Microsoft Office 365, Cyber Security Services, Wireless Assessments, External Penetration Testing, Vulnerability, Risk Analysis, and HIPPA Assessments.

REQUIREMENTS

- Team Sales approach experience
- Strong track record and understanding in IT Sales
- Strong understanding or experience in service delivery
- Ability to coordinate multiple sales activities
- Exceptional interpersonal, oral and written communication skills
- Attention to detail; planning, organization and time management skills; self-starter
- High level of professionalism and integrity; good judgment
- Good negotiating skills
- Superior work ethic and high energy level
- Ability to work with all levels of the organization
- Sales/business development experience, with a record of meeting and exceeding quota
- Strong communication, presentation, listening skills
- Technical aptitude, with the ability to appropriately apply technical service base to individual customer needs
- Highly adaptable to changes in business direction, services, and needs of the company
- Successful track record of sales and relationship management with notable accomplishments
- Strong analytical and strategic thinking skills
- Experience in selling monthly recurring technology services a plus

BENEFITS INCLUDE

- 401K
- Medical, Vision, Dental, and Life Insurance.
- Ongoing Professional Training,
- Vacation, Holiday, and Paid Time Off.
- Car Allowance
- Cell Phone / Laptop

Technology Sales Account Executives will be compensated with a competitive base salary and commission program.

If you have a desire to become a career business professional with a well-established technology leader, fill out the attached application—this may be the perfect opportunity for you!