

AMTeck Account Executive



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<http://www.AMTeckInternational.com>

Do have passion for helping small & medium business succeed?

Do you have a successful track record in developing and managing new business, selling and implementing technology? This position requires a passion to help struggling businesses to succeed and a passion for improved technology choices to small & medium business (SMB).

AMTeck International seeks creative individuals who can identify business problems and creatively solve them with business minded, technology solutions.

Candidates should have at least one complimentary, business related competency beyond sales such as experience in; Business Process, Consulting Services, Training, Retail & Restaurant Management, Marketing, Network Design, Graphics Design and Layout. Other business areas will be considered. Other experience may also be applicable and helpful.

In this role you will be responsible for developing and selling new business. Three major areas are available for an Account Executive to focus;

- 1) Networking & Software Solutions designed to enhance and improve SMB
- 2) Point of Sale systems to Retail and Restaurant
- 3) Custom Programming and Internet based solutions and WEB

Select candidates may also be assigned existing business accounts, inbound leads, and opportunities as you begin to prove yourself.

You will achieve results by identifying new business opportunities through methods such as cold calling, business networking and selling to further qualify leads and prospects.

You will be responsible for properly assessing a client's needs, identify the business issues at hand, formulating a solid strategy for improvement, provide supporting information of past solutions and experience, demonstrate key technology benefits in order to close new business.

You will be expected to take clients through the entire sales cycle, from initial contact and presentation all the way through to closing and delivery. With AMTeck, you are truly an Account Manager (as the role implies) ultimately responsible for overseeing the delivery of the products and services you have sold. Although technical staff may support you on sales calls, it is necessary that you have a solid understanding of the business solutions and technologies offered to our clients.

Many of our Account Representatives also have experience providing expertise for CRM packages, preparing Web Strategy, developing Infrastructure and Business plans, and responding to RFP's.

Minimum Expectations;

Make 3 - 4 Cold Calls each Day (many will make up to 50 calls per day)

Set 2 - 4 New meetings/appointments each week

Call 2 - 3 existing Customers per week

AMTeck International seeks professional sales and account representatives with project management and business process experience. Qualified candidates will possess:

- 1 – 3 years of proven and measurable success in solution-based selling of IT services
- A history of generating qualified business from small to mid-sized organizations (with revenues from \$1M to \$1.5B)
- Ability to structure relationships at executive level and drive results
- Proven success in developing and implementing lead generation programs
- A desire to stay abreast of and identify current trends in both business and technology
- Excellent business communications, organization, ethics, and negotiation skills
- A dedication to our customers through demonstrated client management skills
- Familiar with concepts like VITO, 'C Level", Column Fodder, Direct and in-direct sponsor and decision maker.
- A passion for delivering, dynamic, "in demand" solutions.