

TITLE: Account Executive

We are hiring Account Executives in the **NJ/NY metro area**, the **Southeast** and **Midwest** regions.

COMPANY: CRM manager, headquartered in Malvern, PA, is a leading Software as a Service (SaaS) implementation and integration firm in the Mid-Atlantic region specializing in salesforce.com and Google Enterprise solutions. Designated as a Top 10 Sourced Partner for salesforce.com, we are aggressively executing a national expansion plan.

DESCRIPTION: As an Account Executive you will be responsible for selling the full array of our salesforce.com and Google Apps consulting services to Enterprise Accounts in your designated territory. You should possess an enterprise sales background with skills in qualifying, C-level relationship development, negotiating, proposal development and closing skills. Your position will require strong partner development skills with both salesforce.com and Google sales teams.

Required Skills/Experience:

- Experience with selling Internet-based software or packaged software
- Experienced in a Consultative Selling methodology
- Successful experience and track record selling consulting services
- Effective sales presentation skills
- Excellent written and oral communication skills
- Selling / closing across all organizational levels
- Preparing sales proposals / statements of work
- Generating sales activity through relationship management with vendor representatives
- Energetic, compelling and professional sales presence using email and telephone
- High level of personal motivation
- Observing the high quality of ethical standards in representation of the Company

Desired Skills/Experience:

- 8+ years sales experience preferred
- Action oriented, work with passion, team player, love sales
- Overwhelming desire to be involved in creating the ultimate company

OPPORTUNITY AND BENEFITS:

- Potential earnings: aggressive base, plus commissions
- Commissions paid monthly
- 100% employee medical coverage
- 401(k) plan
- Company paid vacation and personal time

CONTACT: careers@crm-manager.net
