

## Account Executive

The Account Executive is responsible for driving technology solution sales. He/She collaborates with internal and partner resources to design and architect the best solution; can build financial models around solutions both internally and for the client; clearly communicates to clients the business and financial values of solutions; is able to establish strong client relationships; and can close deals.

### Responsibilities:

- Builds new and manages existing client relationships by meeting customer expectations throughout the sales cycle
- Converts leads to IPM customers while continuing to nurture ongoing client spend on technology requirements
- Delivers a business conversation and can present to any level within the client organization (C-Level to Engineer)
- Listens to clients' business needs and drivers to transition into leading roadmap conversations
- Asks clarifying questions to clients around budgets, decision processes, and success criteria
- Evaluates where IPM can effectively and competitively add value to a client
- Builds strong long lasting relationships of trust and respect with vendors, clients and employees
- Drives collaboration between IPM resources, leadership and vendors at the appropriate time to exceed customer expectations, mitigate risk and drive profitability
- Conducts difficult conversations with clients when issues are identified to reach amicable resolution versus burying or avoiding issues
- Maintains professional, industry and technical knowledge by attending educational workshops, online training, reviewing professional publications, establishing personal networks, and participating in professional groups
- Notifies management of issues and recommends solutions
- Maintains the CRM system with current and accurate customer, forecasting and sales information

### Skills:

- Understands the technology and solutions IPM sells to be able to conduct compelling conversations
- Understands financials to structure deals and build financial models
- Demonstrates strong forecasting commitment and accuracy
- Exhibits deep expertise in industry technology in VDI, Cloud, Virtualization, Security and Managed Services
- Excellent communication skills: able to clearly communicate by phone, email, proposals, presentations and face-to-face meetings
- Strong planning, organization and time management skills
- High attention to detail and accuracy
- Able to work in a high-profile, stressful environment

### Requirements:

- 5-10+ years selling in a VAR, Reseller or Manufacturer selling software, hardware, professional services solutions and managed services to mid-size companies
- Existing relationships where he/she can take what IPM sells and transfer the value to their current customer base
- Demonstrate he/she has repeatedly closed and delivered product and services solutions and has exceeded customer satisfaction
- Passionate about technology
- Able to drive an exceptional customer experience from the first meeting through execution of the deal
- Takes ownership of the client experience by driving decision making and problem resolution
- Able to work a flexible schedule to meet the clients' needs
- Creative, positive, self-motivated, proactive person who is driven towards high achievement and facing challenges
- Presents a professional image, is personable, honest, enthusiastic and energetic
- Committed to continuously build business, technical knowledge and skills

We have a vibrant work-hard, play-hard culture and offer a competitive salary and a great benefit package with additional incentives to eligible employees who get results.

**About IPM:** For more than 30 years, IPM has been the IT force behind some of New York Metro's most prestigious brands. Backed through partnerships with technology leaders including Microsoft, Citrix, EMC, VMware and more, IPM offers professional services, product sourcing, integrated service management and IT staffing with an unmatched engagement experience - from concept to execution. Learn more at [www.ipm.com](http://www.ipm.com). In 2017 IPM was Acquired by Newtek Business Services Corporation.

[Newtek Business Services Corp.](http://www.newtek.com), Your Business Solutions Company®, is an internally managed BDC, which along with its controlled portfolio companies, provides a wide range of business services and financial products under the Newtek® brand to the small- and medium-sized business ("SMB") market. Since 1999, Newtek has provided state-of-the-art, cost-efficient products and services and efficient business strategies to over 100,000 SMB accounts across all 50 states to help them grow their sales, control their expenses and reduce their risk.

Newtek's and its portfolio companies' products and services include: [Business Lending Solutions](#), [SBA Lending](#), [Electronic Payment Processing](#), [Technology Solutions \(Cloud Computing, Data Backup, Storage and Retrieval\)](#), [eCommerce](#), [Accounts Receivable Financing & Inventory Financing](#), [The Secure Gateway](#), [The Newtek Advantage™](#), [Insurance Solutions](#), [IPM](#), [Web Services](#), and [Payroll and Benefits Solutions](#).