

National Account Executive – Security Sales

ITech Digital, a national provider of security solutions, seeks to add a qualified National Account Executive to its growing team. We are a security integrator of video surveillance, access control, intrusion and fire, in search of a motivated self-starter dedicated to significant sales growth with emphasis on developing new business. Under the direct supervision of the VP of Sales, this position is responsible for generating sales with new corporate entities. This position will identify new potential customers that fit the company profile and engage decision makers to close business.

Essential Functions

- Identify targets through cold calling, prospect lists and outbound e-marketing and follow up on lead generation.
- Engage prospects via phone, in person and through periodic trade shows.
- Navigate through corporate entities with the goal of reaching decision makers.
- Prepare demonstrations, proposals and presentations.
- Consultatively sell to meet specific customer needs and build strong relationships.
- Ensure outstanding customer satisfaction through account management responsibilities.
- Consistently build the sales funnel and meet revenue and profit objectives.

Competencies

- Results driven consultative sales performer
- Outgoing personality with professional demeanor; clear written and verbal communicator
- Proven track record of sales growth; vision for developing strategies to drive significant growth
- Experience working with large clients/accounts
- Working knowledge of CRM and sales & pipeline management; Salesforce experience a plus
- Experience with Microsoft Office Suite

Work Environment & Physical Demands

This position operates in a variety of customer business settings including both interior and exterior installations. This position is very active and requires driving, standing, walking, bending, kneeling, stooping, climbing up and down ladders throughout a typical work day. The employee must frequently lift and/or move up to 50 pounds. The employee will also regularly use hand tools, drills and lifts as needed for the job. The employee must work well with limited supervision.

Position Type and Expected Hours of Work

- This is an exempt and full time position
- Competitive salary with lucrative commission plan
- Up to 40% travel required

Supervisory Responsibility

This position has no supervisory responsibilities.

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ITechDigital.com

Benefits & Compensation

- Health Benefits including medical, dental, vision
- 401K – With company matching
- Employee Stock Options
- 8 paid company holidays and Paid Time Off

Education and Experience

- B.S. in related field, Business, Sales and Marketing or equivalent experience
- 5+ years' experience in a B2B environment

EEO

ITech Digital has a strong commitment to respect and value every employee's contribution to the company and recognizes the strength of bringing together people with an array of talents, experiences, and perspectives. It is our policy to provide equal employment opportunity without discrimination or harassment to all qualified persons without regard to race, color, gender, religion, age, national origin, disability, sexual orientation or any other characteristic prohibited by federal, state and local laws, orders and regulations. These opportunities include, but are not limited to, recruitment, hiring, training, transfer and promotion, compensation, benefits, termination, discipline and all other forms and conditions of employment.

To submit your resume for this position, please email mnazarenus@itechdigital.com