



Job Description

TITLE: Sr. Account Executive

REPORTS TO: Regional Vice President

POSITION SUMMARY:

A Senior Account Executive is a self motivated sales person who can obtain appointments and establish relationships with Information Technology professionals in the Los Angeles area. This businessman/woman will be able to listen and understand company's visions, needs, and pain points. He/She will be able to explain how DynTek's methodology combined with current technology such as Cisco, Citrix, and Microsoft, can stream line business practices and resolve pain points, increasing production and efficiency, which will impact to the bottom line!

ESSENTIAL DUTIES & RESPONSIBILITIES:

- Grow base of accounts within the region to meet/exceed pre-assigned targets.
- Possess ability to qualify a customer and analyze their technical requirements and issues, understanding the appropriate technical support organizations that should be engaged to fulfill the needs of the prospect/customer.
- Maintain high level of industry, company, product and service knowledge and posses the presentation and communication skills necessary to transfer this knowledge to the prospect/customer. Qualify and close opportunities for DynTek.

Achievement Expectations:

DynTek is an achievement based culture; our team environment is one of "A" players. To our leaders, our expectations rise; this is the responsibility of sales leadership. We expect all of our Sr. account mangers to be seasoned technical and sales professionals with demonstrated mastery of their technology category and of the sales process.

ESSENTIAL KNOWLEDGE & SKILLS:

- Understanding of Cisco, Citrix, McAfee and Microsoft
- Previous experience in selling Consulting Services and Information Technology solutions. Experience in "consultative/solutions sales", not product sales.
- 5-7 years of top performance selling large scale systems contracts, including hardware, software and technical consulting that require a technical/conceptual sell.
- Aggressive new business development style and strong comfort level in opportunity development, cold calling and "fill the funnel" targeted marketing activities. Action-oriented, results -oriented, a "take charge" attitude, strong business case development and

closing skills. Track record of driving new client revenues in excess of \$3 million annually.

- Demonstrated leadership in managing sales cycles, negotiating and closing large, customized deals, working closely with teams, coordinating and managing resources to effectively move the business forward.
- Strong executive presence and professional image. Thinks quickly on their feet and is highly a solution oriented. Listens, comprehends and can package services solutions.
- A team player: someone comfortable in a highly collaborative, team-oriented culture. Willing and able to take responsibility and a sales leadership position in development of opportunities and management of team resources to grow the business.

The ideal candidate will have a first rate reputation as a senior level account executive and business developer. Requires an in depth understanding of solution sales; with a focus on mid enterprise business (MEB) IT requirements. The individual will have high credibility in the consulting industry, and proven success in new business development. This person must have the versatility, competence and stature to be effective with Chief Executive Officers, and other senior executives. Finally, this individual must be able to maintain current knowledge of the industry, its trends and its best practices. The ideal candidate will be highly motivated by the opportunity and mandate to expand the firm's superb reputation in systems integration, and to manage for continued growth and success