



Job ID#: SW-LV01SAM (reference in all correspondences)
Position Title: Senior Account Manager
Location: Las Vegas, NV
Reporting to: District Sales Manager – Las Vegas
Salary: Base + Aggressive Commission Plan

Position Summary:

The Senior Account Manager will develop long-term business relationships with clients by learning their business environment and recommending the appropriate IT solutions. The position requires the desire and ability to do prospecting to Senior-level Executives. The ideal candidate will have the drive to sell in a fast-paced environment using the following skills: establishing rapport, presenting solutions, problem solving, negotiating, objection handling and closing.

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 possesses the presentation and communication skills necessary to transfer this knowledge.

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 managers 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 (* Cisco sales experience highly desired)
- 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 call and "fill the funnel" targeted marketing activities.
- Action-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 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 manager 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.

> Qualified candidates should email their resumes with the SUBJECT: Job ID# SW-LV01SAM for consideration. Only candidates whose profiles closely match requirements will be considered during this search. Please, no recruiters or agencies without a previously signed contract.

*Employment will be contingent upon the successful completion of a background check. DynTek is an Equal Opportunity Employer.