



Account Executive

Company Description

VAST's mission is to provide IT services and infrastructure and cloud management that reduce customers' costs and improve operational efficiency which allows them to focus on their business priorities. Since 1989, VAST has been providing enterprise-level IT services and solutions to companies of all sizes and industries across the U.S. VAST's experience and an inspired team, combine with industry-leading partners and tools to deliver measurable results and service excellence. The three pillars of IT (on-premise, hybrid, and multi-cloud) rest on a single foundation: VAST Service.

Our passion is to excel in delivering quality customer service while providing a progressive work environment. Through our talented customer engineers, we provide our customers with creative and innovative solutions to meet their business needs. We have a family culture that fosters commitment. The end result is great customer service, high technical competence, and a positive atmosphere where employees are allowed to reach their fullest potential.

Job Title

Account Executive

Job Summary

The Account Executive position is responsible for driving growth of the business through penetration of new accounts by promoting and selling the complete line of VAST offerings, inclusive of managed services, cloud services, support services, professional services, hardware, and software. The Account Executive will consult with customers and prospects regarding their data center and hybrid cloud environments, with a particular focus on ensuring their data is available, protected, resilient, and able to be recovered.

Primary Job Competency Requirements

- Prior sales technology sales experience
- Working technical knowledge of data protection and disaster recovery solutions (on-premise and public cloud)
- Experience using a consultative sales approach
- Experience using financial based sales approach
- Track record of meeting or exceeding sales objectives and quotas
- Track record of successful prospecting and lead management
- Proven account and opportunity management skills
- Proven ability to build relationships with customer IT and business leadership
- Established relationships with customer decision makers
- Established network within the IT leadership community
- Demonstrated time management skills
- Ability to work independently and leverage resources when needed
- Ability to work collaboratively with marketing on nurturing and conversion of MQLs
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Qualifications

- Bachelor's Degree or equivalent
- 8+ years of enterprise information technology field sales experience
- Experience with Customer Relationship Management and Marketing Automation tools

Interpersonal Qualifications

- Positive attitude
- Adaptability
- Team Player
- Willingness to work with others

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- Customer service mentality
- Excellent verbal and written communication skills
- Highly motivated
- Ability to multi-task
- Efficient in fast-paced, high-pressure environment
- Detail oriented
- Strong work ethic
- Accountability
- Commitment
- Achievement drive
- Leadership
- Collaboration
- Initiative

Benefits

- Comprehensive medical and dental for employee, spouse, and children
- Profit sharing and 401(k) plans
- Tuition reimbursement
- Paid vacation time
- Company paid holidays
- Company events for the entire family
- Salary is commensurate with experience

EEO/AA employer