

IT EXECUTIVE ACCOUNT MANAGER

Plan B Technologies, Inc. (PBT) is an IT solutions and professional services provider. From the datacenter to the desktop, PBT's areas of expertise include: storage area networking, backup, recovery and archiving, security and network infrastructure, Microsoft solutions and cloud virtualization solutions for infrastructure, applications, and desktops. PBT delivers a complete lifecycle of professional services including project management, education, consultation, assessment, design, planning, deployment, support and staff augmentation. Professional services are delivered by senior systems architects, consultants, and hands-on integration engineers who are cross-trained with over 300 technical certifications. PBT listens carefully to every customer, striving to deliver the right solution, unbiased by product, enabling our customers to achieve their business objectives, stability and success.

We have an immediate opening for an **IT Executive Account Manager**. Our IT Executive Account Managers have strong consultative and solution-based sales skills to help PBT continue to grow business. You will work closely with Pre-Sales Engineers to determine the best solution for the customer. Having a healthy pre-existing customer base in your portfolio, a track record of breaking into new accounts and the ability to talk to a company's IT decision maker is what makes a successful Account Manager at PBT. Your ability to professionally network and build and maintain relationships is a must.

Qualifications

- Minimum 2 years IT commercial sales experience (selling hardware/software, managed solutions) in the areas of Virtualization, Storage, Security, Cloud, etc.
- Existing IT contacts, which you can leverage by introducing them to a customer-focused company with a track record of successful solutions and implementations
- Sharp presentation and communication skills are a must
- Consistent track record of meeting and exceeding sales goals with minimal supervision
- Strong consultative and solution based sales skills
- Basic understanding/knowledge of the IT industry and sales process

PBT provides a competitive compensation & benefits package, as well as a fun corporate culture that demands your best! Benefits Include:

- Employer Paid Individual Medical Insurance
- Comprehensive Dental and Vision Insurance
- Employer Paid STD/LTD Coverage
- Employer Paid Life and AD&D Insurance
- Simple IRA Retirement Plan

Please forward cover letter, resume and salary history and requirements to careers@planbtech.net Visit our website, www.planbtech.net, for more information.