

Job Description

Executive Account Manager

Location: Fairfield, NJ

ASPEO is seeking a highly consultative sales leader with rich experience in large-scale IT outsourcing deals. This individual should be a seasoned and polished C-level solution seller with in-depth knowledge of current business and technology drivers across multiple industries. It is imperative that the chosen candidate be viewed by customers as a credible executive-level advisor and consultant as well as a salesperson.

Responsibilities

- Generate new accounts and close sales opportunities using your superior sales skills, including sales presentation, management and negotiation skills.
- Develop new client relationships and leverage existing and past client relationships to build and manage a sustained pipeline of opportunities.
- Identify and qualify senior level executive management prospects by telephone, email, clients visits and networking
- Develop proposals, respond to RFP's and conduct sales presentations for prospective customers
- Maintain a pipeline of qualified prospects sufficient to meet quarterly quota requirements.
- Maintain revenue and build new revenue within established account base
- Deal with complex negotiations at the executive level

Job Requirements

Ideal Background, Skills and Attributes:

- Only candidates who meet the following criteria will be considered
- 5+ years of sales experience, (solution sales approach) preferably in a high tech environment and/or IT outsourcing environment
- Consistent track record of success in closing business, and creating and managing a robust pipeline
- Highly motivated and professional with excellent communication skills, highly confident and goal oriented.
- Possess software industry success coupled with technical proficiency.
- Exceptional presentation and communication skills
- The ideal candidate has the ability to communicate with senior level executive management and explain the benefits that a strategic outsourcing partner provides

Company Overview

ASPEO, Inc. is a leading provider of IT consulting, outsourced software development, staff augmentation, and IT project management services. We offer an array of end-to-end solutions that address multiple business objectives. ASPEO's management team and consultants have years of experience developing solutions for customer self-service, content & document management, ERP, CRM, data warehousing, and more. Our solutions help our clients align their IT goals with their business strategy, empower growth, increase productivity, accelerate implementation cycles, and maximize return on their application investments.

With US headquarters in the New York Metropolitan area and a Global Development Facility located in Kiev, Ukraine, we enable our clients to take advantage of offshore cost savings, advanced technologies in solution design, and highly-skilled domestic project management resources. Our global delivery model speeds development, ensures quality and significantly reduces your cost. In short, we have the industry and technical expertise to empower innovation and accelerate your application development and integration.

Please visit our Website at www.aspeo.com for additional information.