

## eGroup – Sales Account Executive

eGroup, Inc., a technology solutions provider headquartered in Charleston, with presence throughout the Carolinas, is looking for seasoned and experienced Sales Account Executives to join our team and help eGroup extend our delivery of solutions throughout the Southeast.

An excellent opportunity for the motivated sales professional, you'll be backed by eGroup's continual investment in market proven technologies and support resources. These "best of breed" technology offerings will position you for success in selling sophisticated solutions to a growing set of prospects with increasingly complex needs.

As an eGroup Sales Executive, you will utilize your sales experience to extend eGroup's products, services, and solutions to executive management in a defined geography or strategic area, with an emphasis on selling products and services as "solutions" designed to directly address the business initiatives and requirements of these customers.

Professional territory management and account development skills are a must. You must be motivated to generate new business, provide excellent customer service, and be self-reliant. You must be able to prospect, qualify, engage, and manage all the elements of a complex solution sale.

### Duties and Responsibilities:

- Identify and define key customers/prospects and go-to-market strategy using eGroup sales resources
- Presentation of competency as an eGroup sales professional through attainment of all required goals
- Aggressive prospecting and new business development
- Launch of targeted tactical campaigns designed to propose and close opportunistic and highly structured product sales
- Build pipeline in Salesforce with identified and qualified opportunities – looking for transactional activity and success
- Aggressive opportunity identification, structuring, proposal, and closure
- Participation in demand generation events and delivery of high value content to targeted prospects
- Demonstration of competency as an eGroup sales professional through closing of identified opportunities and use of manufacturer, distributor, internal resources and tools
- Achieve Cisco, VMware, and EMC Sales Certifications

### Skills and Specifications:

- ✓ Excellent communication, writing, organization, task prioritization and customer service skills
- ✓ Able to communicate complicated technical issues, with effective presentation skills
- ✓ Self-motivated and flexible to work with negligible supervision
- ✓ Determined work attitude
- ✓ Should be able to work as a team member
- ✓ Should have negotiation skills to deal with different kinds of customers
- ✓ Able to meet deadlines along with working under pressure
- ✓ Highly innovative and proactive
- ✓ Experience in sales and marketing related field
- ✓ Bachelor's degree

eGroup provides an excellent compensation plan with full health benefits, paid time-off, expense reimbursement, training and certification, and retirement plan. Frequent day travel in the Carolinas with some overnight travel necessary.

To apply or for more information: [hr@eGroup-us.com](mailto:hr@eGroup-us.com)