

Business Account Executive

Pinnacle of Indiana, an Advanced Imaging Solutions Company, is a local provider of the most comprehensive suite of Technology Solutions in Northern Indiana and Southwest Michigan. We are a Microsoft Gold Partner with many certifications including cloud competencies.

We are in search of highly skilled individuals with solid professional experience to become a part of our growth and expansion. With a combined total of over 100 employees, we offer products and services that include the following:

- Infrastructure (IT) Design & Services
- Managed Network Services
- Cloud Based and Hosted product Environments
- Custom Software and Application Development
- ERP Application Software
- Document and Print Device Management Programs
- Financial Management Systems & Technology Roadmaps
- Product Portfolio includes Microsoft, Dell, HP, Canon, Ricoh/Lanier, Samsung and the related Service and Support

As a **Business Account Executive**, you will be responsible to develop and execute the strategic sales business plan of the organization, while managing the full sales cycle of all deals in the assigned territory, following up on incoming or self-generated leads, answering industry, company and technical questions related to the sales process, and closing deals.

Essential Duties:

- Strategically drive new business in selected accounts
- Use specialty expertise to penetrate new business accounts
- Work with internal and external partners to identify and formalize opportunities
- Report key metric including activities, opportunities, pipeline and forecast
- Participate in weekly sales meetings

Required Skills:

- Consulting sales in technology space, with focused experience selling at the executive suite level
- Demonstrated expertise in specialty, consultative, solution selling and business development skills to align the customer's needs with our solution to drive sales and close deals
- Demonstrated knowledge in applications and systems
- Comprehensive knowledge of procurement options
- Experience in managing a regional territory
- Excellent written, verbal and formal presentation skills to client audiences ranging from technical implementers through C-Level

Computer Skills:

- Dynamics GP and Dynamics CRM a plus
- Knowledge of basic accounting principles
- Microsoft Office Suite
- Remote Desktop Services