

Senior Account Executive

LTI DataComm Position Description

Please email resume and salary requirements to jobs@ltdata.com. LTI DataComm, Inc. is an EEO Employer and all qualified candidates will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation or sex.

Position Summary			
Location	Sterling, VA, USA	Req'd Travel	yes
Reports To	Vice President Sales & Marketing	Manage Others	No
Department	Sales & Marketing	Employee Type	Full-Time
Division	Corporate	Clearance	Secret Eligibility
Req'd Experience	5 years of related experience	Base Pay	Competitive
Req'd Education	4 year degree in related technical discipline	Other Pay	401K/Profit-sharing, Life and LTD , Medical, Dental, Employee Stock Purchase Plan

Description: In the capacity of Senior Account Executive, you will be responsible to develop and grow your sales territory by leveraging LTI's internal resources and the resources of our vendor and strategic partners, to promote and sell the value of our products and services offering to our government customers.

Essential Functions:

- Achieve Sales Revenue and GM Quota
- Develop and grow Sales Territory
- Identify and capture new accounts/customers
- Maintain and grow existing accounts/customers
- Establish strong relationships with key customer and partner contacts
- Effectively cross-sell and leverage LTI DataComm's product and services suite to grow sales in our existing customer base
- Maintain an accurate and timely monthly forecast and quarterly reviews for assigned territory
- Other duties as assigned

Supervisory Responsibility: N/A

Qualifications:

Required:

- Knowledge of telecomm solutions market
- Proven track record selling in the Federal Government
- Proven ability to qualify, penetrate and close new accounts

Abilities/Skills:

- Bachelor's Degree or equivalent
- 5 years of related experience
- Good organizational and time management skills
- Experience with SF.com a plus
- Ability to set goals and work independently
- Strong oral and written communication skills
- Effective presentation skills
- Proficient in MS suite of products including but not limited to Word, Excel and PowerPoint

