

## IT Managed Services Sales Executive

### **Full-Time position located at MXOtech in Chicago, IL**

MXOtech is a technology consulting firm with a focus on outsourced IT Managed Services and custom software development. We're a growing boutique firm located in the West Loop looking for a high-performing IT Managed Services Sales Executive to join our team.

### **Job Description:**

We have a great opportunity for an experienced Sales Executive with a proven track record of IT consulting and managed services sales to join our team. This person must have experience in successfully building presentations, strategizing with senior executives and business owners to close sales independently. This person will be responsible for bringing in their own leads and acting on existing company leads generated by our in-house marketing and lead gen tactics. As a Sales Executive, your primary responsibility will be to sell our IT Managed Services support plans and technology projects.

### **Primary Duties and Responsibilities:**

- Follow up on in-house leads from website, referrals and marketing campaigns
- Prospect for new business via networking, events, partnering, cold calling etc.
- Successfully understand and address client's technology and business concerns during the sales process
- Create proposals, meet with prospects, and follow up to close deals
- Build a robust pipeline of qualified opportunities
- Record activities in our CRM software and update sales notes for prospects
- Work in conjunction with the marketing team on campaigns focused on increasing the base revenue.

### **Qualifications:**

- Four-year college degree from an accredited institution or equivalent sales experience.
- Two or more years of Managed Services sales
- Successful track record of meeting and exceeding weekly sales targets in appointment setting, face to face meetings (now virtual meetings) proposal submissions, and closes
- An aggressive self-starter with excellent prospecting, relationship building, and closing skills
- Previous sales training with sales skills and techniques

- Communication, relationship building, customer service, prioritization, account forecasting / planning, negotiating, consultative selling and superior organizational and time management skills
- Experience with selling to CEOs and business owners desired
- A good fit for the culture: true passion for changing organizations for the better, a high paced, professional-casual atmosphere, people oriented, belief in partnership, innovation, excellence

**Skills:**

- Highly organized
- Have a sense of urgency
- Tech-savvy
- Detailed-oriented

**Physical demands:**

- Ability to periodically stand or walk
- Ability to bend, squat, climb stairs and lift periodically
- Ability to lift up to 50 pounds occasionally

**Perks:**

- Three different BCBSIL health plans, dental, vision and tax-savings health and commuter benefits
- 401k retirement planning opportunities, Divvy bike passes, cutting-edge training opportunities, company lunches and breakfasts, team awards, special company events and celebrations housed within a modern, cozy, work environment.

MXOtech is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

Visit <https://www.mxotech.com/about-us/careers/> for more information and apply to [jobs@mxotech.com](mailto:jobs@mxotech.com).