

## High-Performance Business Development Executive

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

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

### Overall responsibility:

We are looking for an experienced Sales Executive who has the ability to generate leads and close sales. This person must have experience in successfully building presentations, strategizing with senior executives and closing 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. The ideal candidate has previous sales IT experience and an understanding of business operations to have meaningful conversations with CEO's, IT Managers and Operations Managers. 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
- Prospecting for new business via networking, events, partnering, cold calling etc.
- Successfully understand and address client's technology and business concerns during the sales process
- Creating 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.
- Must be an aggressive self-starter with excellent prospecting, relationship building, and closing skills

### Qualifications:

- Two or more years of business-to-business outside sales experience in technology
- Previous experience in selling a monthly subscription-based service is desired

- Successful track record of meeting and exceeding weekly sales targets in appointment setting, face to face meetings, proposal submissions, and closes
- 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:**

- Must be highly organized
- Must 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:**

- Healthcare coverage through Aetna with a free plan option; Dental and vision insurance plans
- 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.

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