

Business Development Account Executive

Full-Time position located at MXOtech in Chicago, IL

Welcome to MXOtech! We are a women-owned IT Managed Services company here in Chicago. Our culture and Chicago's most loved clients are what sets us apart and allow us to continue our success. We are looking for a Business Development Account Executive to help us grow and develop our strong client base. If you love working with clients, being valued, challenged technically, and being respected for your talents, please apply. We need you!

Overall responsibility:

We are looking for an experienced Business Development Account Executive who has the ability to generate leads and close sales. This person must have experience in B2B sales, 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 Business Development Accounting 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 (B2B) 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

Perks:

- We offer healthcare (Aetna), dental, and vision benefits DAY NUMBER ONE of employment. No need to wait for benefits to kick in. We have a great 401K with a company match, career path training, employee outings, lunches, events, awards, transparency with monthly company meetings. MXO covers 100% for the employee level on HDHP 5000 Plus plan, long-term disability, and an Employee Assistance Program (EAP) as well as a wellness program through Aetna (Attain).
- A wonderful co-ed leadership team who cares about their staff, great co-workers, and we are in the process of building out a brand new office near the West Loop with a modern tech feel, gym, meditation space, IT lab, training room, and much more.

Visit <https://www.mxotech.com/about-us/careers/> for more information.

Job Type: Full-time