



Sales Account Executive

The Sales Account Executive will be responsible for obtaining new clients for Saturn. Responsible for prospecting, closing and servicing clients in order to achieve or exceed assigned sales goals, while maintaining the highest customer satisfaction with Saturn.

Locations: Open to all Locations - Remote

Duties and Responsibilities:

- Prospect, acquire, service, and retain high quality clients.
- Sell the full portfolio offerings of Saturn Business Systems server, software, storage solutions and cloud offerings
- Develop strong relationships with ultimate goal of sustaining long standing client engagement.
- Develop and execute strategies to bring the highest level of value for our clients.
- Meet, or exceed, sales goal expectation.
- Willing to invest in ongoing career development to enhance individual sales skills.
- A strong work ethic and personal integrity

Qualifications:

- Excellent verbal and written communication skills.
- Ability to work independently and part of a team.
- Must be persuasive and goal driven.
- Analyze Client environment and propose solutions.
- Experience of product lines from OEM's s& ISV's such as; HPE, IBM, Cisco , Red Hat, Citrix, Digitate
- 2-3 years of consultative sales preferred.
- Computer proficiency with the ability to learn new systems quickly.
- Knowledge of sales technology tools such as salesforce.com, ZoomInfo, Teams, O365

Compensation: Base pay and commission

Benefits: Medical & 401k available

Mail resumes to - email to George Pappas, VP of Sales - gpappas@saturnb2b.com

Saturn is an Equal Employment Opportunity Company