



Senior Account Executive

Location: New York, Massachusetts, New Jersey, Connecticut

Department: Sales

Reports To: Vice President of Sales

For over 42 years, Saturn Business Systems has been a leading provider of reliable IT solutions to mid-market and enterprise accounts. Our technical expertise has provided innovative and custom solutions tailored to unique infrastructure and business needs. It is our mission to continue being a trusted technology advisor and partner to businesses and enterprises across the country.

Make Your Mark: We are looking for a qualified and motivated sales representative to promote our high-demand products and services, which our customers have come to rely on. The ideal candidate will possess a strong understanding of the sales process, excel at generating leads, and have the skills necessary to build relationships and close deals.

Candidates should have strong negotiating skills and the ability to present our offerings in an engaging manner. Responsibilities include delivering presentations, attending networking events and trade shows, and maintaining a personable and professional demeanor. A "can-do" attitude is essential. Additionally, the candidate should have a thorough understanding of the products and services associated with all of Saturn's established OEM partner relationships.

Objective of Role:

- Sell the full family of Saturn's OEM relationships related to their server, software, storage, and networking solutions in designated territory from a remote-based office.
- Meet weekly, monthly, and annual sales quotas through the successful implementation of sales and marketing strategies and tactics.
- Generate leads and build client relationships planning and organizing daily work schedule to call on existing or potential sales outlets while achieving needed sales goals.
- Develop and implement a territory action plan through comprehensive data analysis, and adjust sales techniques based on interactions and results in the field.

Skills & Qualifications:

- 3-5 years of successful outside/direct sales experience, preferably in a Saturn's focused OEM Partner environment.
- Develop and maintain strong relationships while ensuring timely communications with appropriate customer personnel, including senior management, and OEM Partner personnel.
- Existing relationships that can help establish new accounts
- Excellent communication, interpersonal, problem-solving, presentation, and organizational skills
- Proficiency with sales management software (we use Monday and HubSpot)
- Hunger to compete and proven ability to close deals
- Personal integrity
- Ability to travel whenever necessary to support a training or sales situation.

Preferred Qualifications:

- Thinker
- Ability to assimilate data quickly
- Problem solver
- Listens and assesses needs
- Desire to be great at what they do
- A basic to intermediate knowledge of tech (Networks, Cloud, DevOps) and willing to learn
- Knows how to balance persuasion with professionalism
- Experience in the tech field
- Strong organizational skills

Daily & Monthly Requirements:

- Maintain working relationships with existing clients to ensure exceptional service and identification of potential new sales opportunities.
- Identify appropriate prospects, set appointments, and make effective and qualifying sales calls.
- Manage sales cycle to close new business in all service categories offered.
- Possess in-depth product knowledge and be able to conduct demos and relay objection handling.
- Prepare professional, complete, concise, and accurate reports, proposals, booking packages, and other documentation as required for executive-level presentations.
- Achieve sales goals by assessing current client needs and following a defined selling process with potential buyers, often utilizing product demos and presentations.
- Coordinate with other sales reps to ensure company quotas and standards are being met, performing market research and regular competitor monitoring.
- Establish and maintain an active working relationship with OEM partner reps to drive new sales opportunities.

Send Resumes to: Miriam Ramos, HR mramos@saturnb2b.com