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## Account Executive Job Description

Position: **Account Executive**

Description: Express Systems Integration (ESI), a leading Systems Integrator in Central New York, is actively seeking a highly motivated sales person who would like to join a dynamic company. A position is available for a driven, results-oriented individual who will sell Information Technology (IT) products and services into the SMB to Enterprise-Level account space.

Job Description: The Account Executive will produce incremental revenue through outbound sales calls and assigned established accounts in the Central New York area to meet sales goals.

Key Responsibilities:

- Phone Prospecting
- Developing and Qualifying Leads
- Setting Up Appointments
- Working with ESI System Engineers to formulate customer solutions
- Preparing and presenting sales proposals and statements of work
- Closing opportunities

Requirements:

- 1 Year B2B sales experience or comparable IT operations experience
- Solution selling experience a plus
- Aggressive, motivated, and professional self-starter
- Ability to work both independently and as a team player
- Ability to communicate well both verbally, as well as in a written format
- Ability to learn about new technologies and solutions
- Excellent presentation skills

Benefits: ESI offers a comprehensive benefit package including: medical, dental, life insurance, 401k, paid holidays, and vacation and personal days.

To apply for this position please send resume, references and salary history to:

ESI  
Attn: Human Resources  
PO Box 280  
New Hartford, NY 13413