

Enterprise Account Executive-Northeast US

OUR COMPANY: Liquid Technology www.liquidtechnology.net is a technology company that provides asset recovery services and secure data destruction for our corporate clientele. We are looking for exceptionally bright and experienced Sales Professionals to market our services as well as maintain existing accounts.

JOB DESCRIPTION: Liquid Technology, Inc. is an I.T. Asset Disposition services provider. Our company's main service is in purchasing and consigning technology equipment for our corporate clients (servers, switches, routers, pc's laptops), so knowledge and experience in technical sales are a plus. In addition, we offer data destruction & recycling services which can be marketed with or separately to the client.

POSITION DESCRIPTION:

- Maintain existing accounts
- Prospect and identify new enterprise sales opportunities
- Coordinate sales activities across customer organizations and effectively manage the closing process
- Manage accounts in order to ensure the highest levels of customer satisfaction
- Maintain a current contact database and reporting of sales activities and performance goals

POSITION REQUIREMENTS:

- 3-5 years overall sales experience; proven and documented track record
- Demonstrated success in prospecting and identifying enterprise sales opportunities
- Ability to present to senior executives (C-level) Operational Managers, and technical and non-technical staff
- Self-starter, entrepreneurial spirit
- Proof of successful sales record required
- Existing contacts in technology a plus

ON TARGET EARNINGS: \$125,000 - \$175,000 (first year)

Average Sale: \$20,000-\$300,000 **Cycle Time:** 1-4 months

(Base salary commensurate with experience)

No Cap on commissions

COMPENSATION COMMENT:

• We offer a competitive salary • Prorated quotas • Sales incentives Bonus • Medical coverage • Dental coverage • Simple IRA (401K)

LOCATION: We have offices nationwide but this position is located in Manhattan and Brooklyn. We do have some flexibility for the right experienced person

Please respond with a short cover letter outlining your qualifications. A few sentences would be fine.

****We will not take phone calls regarding this position and do not accept faxed resumes****

Send resume to: hr16@liquidtechnology.net