



## **ACCOUNT EXECUTIVE – BATON ROUGE**

Looking for a Hunter! **LANtec Corporate Training Center** is seeking applicants with the proven ability to pursue and close new business aggressively, expand our footprint and produce new revenue as an **Account Executive**. Qualified applicants must be self-motivated and possess the drive to produce results, have strong organizational and communication skills, prospect daily and have a working knowledge of MS Office. LANtec provides computer training and Professional Development Training to corporate and governmental clients. We are Microsoft Partner Network Silver Certified for Learning Solutions, a prestigious designation which represents a consistently high level of competence and expertise with Microsoft technologies.

Ideal candidates are professionals with B2B sales experience, strong work ethic, resilience and a self-starter mentality. Existing business connections within the local area are extremely beneficial. LANtec offers a base salary plus commission, auto allowance, generous benefits including insurance, paid vacation and retirement, and a fun fast-paced work environment in an ever-expanding IT industry. We are a stable established local company with an excellent reputation in the marketplace with minimal competition.

**Essential Duties and Responsibilities** include but are not limited to the following:

- Contact current and prospective clients via cold calls, emails, and appointments, on a timely basis to uncover opportunities and advance the sales process.
- Master product knowledge and stay abreast of industry trends and demands by learning a new product and improving sales skills through both online and face-to-face training.
- Promote LANtec services through client presentations and tours and successful marketing efforts.
- Collaborate with learning center staff to provide the necessary service required for ongoing customer satisfaction.
- Prepare and deliver written presentations, proposals and price quotations.
- Use computer software tools to track client contact information, communicate with potential clients, and perform other sales-related functions.

**Required Education and/or Experience:**

- Bachelor's degree from four-year College or university or 5 years equivalent Sales experience

- 3+ years successful direct sales experience. Exp. in technology or training a plus
- Demonstrated ability to build and maintain a strong sales pipeline
- Experience within a quota-driven sales environment
- Ability to sell in a team environment
- Reliable transportation, valid driver's license
- Excellent oral and written communication skills

**Other Requirements Include:**

- Proficiency in Microsoft Office; emphasis on Outlook
- Proficiency in CRM tool, ACT! Experience preferred
- Successful completion and passing of all pre-employment checks and applicable aptitude and proficiency tests