



Job Description – Account Executive

(Position will be based in Kansas City)

Company:

With locations in Kansas City and St. Louis, Centriq Training is a technology training company invested in developing and supporting the IT workforce in the Midwest. We train IT Professionals from over 450 companies on Microsoft, Cisco, CompTIA, ITIL, Security, and more. Our 4 Month IT Career Program prepares individuals who want to begin a new technology career. Please visit our website @ www.centriq.com.

Description:

Provide your clients with a consultative approach to IT training at a company that cares about your career. While you help your business, customers develop the best plans for their needs and budget, your employer will be investing in your professional growth. You'll have plentiful opportunities to build your account base and income, and the support you need to do so, and who will embrace Centriq's Core Values:

Communication
Empowerment
No Student Left Behind
Transformation
Innovation
Quality

Essential Job Functions:

- Manage and maintain an established account base by providing solutions to various levels throughout these organizations. This includes building long-term partnerships with Information Technology, Procurement, HR, Sales and other departments
- Recruit and retain prospective customers through outbound phone calls, emails, and utilizing various social media outlets within a 200-mile radius of Kansas City
- Customize training solutions that best meets the customers IT training budget and need
- Understand and anticipate how key decisions are made, while uncovering new business needs and growing those relationships
- Develop strong knowledge of leading industry trends, courses and products through ongoing training, literature and regular 1:1 meetings with Centriq's Corporate Sales Manager
- Work the entire sales process once the opportunity is created through completion
- Train and assist customers throughout the enrollment process

- Articulate and demonstrate Centriq's Core Values
- Work closely with Centriq's operations staff to ensure quality customer service.

Requirements:

- 2 years B2B sales experience to IT professionals
- **Excellent** communications skills (written and verbal)
- Passion for technology and for learning new technologies
- Willingness to go above and beyond for current customers and for tracking down new customers
- Ability to network throughout the KC technology community
- Highly organized with strong attention to detail
- Ability to work well in a fast-paced professional office environment
- 1 year experience working in Salesforce or Microsoft CRM (or other contact management system)
- Time Management – Manage time effectively when working with high transaction volume
- Must be able to meet weekly, monthly and yearly quotas
- Experience with O365 and/or Office products

The Perks & Benefits:

- Competitive Salary and Bonus Compensation Plan
- Health
- Dental
- Vision
- Prescription Drug
- Flexible Spending Accounts
- Life Insurance
- 401(k)
- Dedicated prep weeks and work/life balance
- Company gatherings and social events
- Staff area featuring big screen tv's, Xbox, ping-pong and more