



70 Lake Drive
Hightstown, NJ 08520 USA

Business Title: Account Executive, Sales
Function: Marketing & Sales Data Security & Regulatory Compliance
Work Location: QSGI, Manhattan, NY
Shift: Day / Full time
Education: Bachelor's degree or equivalent

Primary Job Responsibilities:

Person will be responsible for developing the customer contact, communicate and sell retired and refurbished IT equipment to drive profitability

Essential Duties and Responsibilities:

- Will develop and prospect leads via lead generation tools, cold calling, etc.
- Qualify leads to determine if a match for QSGI's Data Security & Compliance Services or end of life IT Asset Management Services
- Will become the liaison between our extensive corporate, channel partner clientele and QSGI Data Security & Compliance operations team.
- Will maintain strong relationships with customers in order to develop future business and cross selling opportunities to meet their needs
- Will to learn and understand the Data Security & Compliance market. This includes attending internal training sessions, reading industry publications and reading any material furnished by a supervisor.
- Will generate a weekly sales activity report which will include:
 - Total number of calls made
 - Total number of successful contacts made
 - Account Status
 - Forecast breakdown with customer name, product, revenue & decision date
- Evangelize QSGI as an attractive source for Data Security & Compliance Services for end of life IT Asset Management Services

Required Skills / Experience:

- Excellent verbal and written communication skills
- Computer literate on Office suite (Outlook, Word, Excel, PowerPoint,) and the web is a must - experience in working with an ERP / CRM software is a plus
- Ability to translate raw data and ideas into actionable information required
- Ability to work well cross-functionally
- Proficient writing and presentation skills are a must
- Self-starting, persuasive, and driven
- Meeting / Exceeding sales targets in past positions is a plus
- Experience with IT assets in the remarketing or data security arenas a plus

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www.QSGI.com