

ITAD Account Executive-NYC

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. buys and broker's technology equipment (servers, switches, routers, desktops, laptops), so knowledge and experience in technical sales are a must. This is a solution sale and most of our clients work with us because we offer industry best data destruction & highly compliant green recycling services. We do provide many leads to our Account Reps.

POSITION DESCRIPTION:

- Respond and qualify generated leads
- Prospect and identify 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:

- 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-starting, entrepreneurial spirit
- Proof of successful sales record required
- Existing contacts in technology a plus

ON TARGET EARNINGS: \$100,000 - \$150,000 (first year)

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

(base salary will be 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 currently positions are located in Manhattan and Brooklyn.

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