



Highland Partners is an equal opportunity employer.

Sales Executive - IT Professional Services

Location: Dallas - Ft. Worth
Job Number: 91231-2608

Position Description

Highland Partners Consulting LLC is an IT professional services company delivering IT services across multiple industries. Candidates must be eager to grow our team and assist our clients with their complex IT infrastructure needs. All candidates must appreciate and support a strong *values system* and adhere to *conduct above reproach*. At Highland Partners, we value our team members and provide rewards that are commensurate with contributions.

Candidates must have a successful history of selling (non product-based) IT professional services. Must be able to sell the value of IT consulting services as related to a client's business strategy, i.e., increasing the probability of clients reaching their goals. This requires the ability to sell IT Infrastructure consulting engagements across multiple industries. ITIL knowledge is essential to this position. ITIL Foundation training is required. Must be experience in selling ITIL-Based consulting engagements. Communicating the value of an ITIL-Based operational environment is essential, including a strong ROI selling approach. The selected candidate will attend meetings with prospects' decision makers, identify opportunities, and move those opportunities to closure. This is a contract-to-hire work opportunity. Compensation comes with a modest base and commission with high earnings potential. Travel is approximately 10-15 percent or less.

Minimum Requirements

- An active network of potential clients
- Must have a minimum of 15 years experience in the IT Industry
- A 5-10 year history of selling infrastructure consulting and meeting quota
- Managing the delivery of services to accounts
- Managing a P&L
- Wearing multiple hats in a small growing services company
- Comfortable working in a "home office" work environment
- Formalized sales training and ITIL (minimum) Foundation training
- Effective communicating with executives and technical personnel
- Experience using call plans as part of calling on prospective clients
- Sourcing your own prospects
- Experience determining and communicating TCO and ROI
- Good analytical skills and knowledge of IT Industry trends

Preferred Skills and Experience

- Account Management
- Experience in an infrastructure technical role
- Experience in a Fortune 1000 sales organization
- Effective at selling in markets of \$50 - \$500MM
- BS or Masters degree in computer science or information technologies
- Familiar with ITIL, ISO, CMMI, SOX, Six Sigma, PMI, HIPAA

Highland Partners Consulting, LLC

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