



## **Inside Account Executive- TX**

**Location:** Austin TX US 78746

**Job Type:** Full Time Employee

**Career Level :** Entry Level

**Skill :** Information Technology -> User Support Skills, Telephony

Sales -> Cold-Calling, Territory Management, Outside

**Category:** Sales/Retail/Business Development, Customer Support/Client Care,IT/Software Development

**Compensation:** Base Salary + Uncapped monthly Comission

### **Job Description:**

**SHI International Corporation** is a privately owned, global IT procurement outsourcing company and leading business-to-business solution provider. SHI offers complete hardware, software and custom services solutions including hardware and software configuration, imaging, asset management, redeployment and end of life disposal. Since 1989, SHI has transformed itself from a \$1 million "software-only" regional reseller, into a \$6.8 billion global provider of information technology products and services. We attribute this success to unparalleled customer support through dedicated account teams, and a 99 percent customer retention rate among our territorial zones and departments.

SHI is seeking a talented, self-starter for an Inside Account Executive role. This position is located in the great city of Austin, Texas. This role is for an ambitious, career minded sales person who is confident in their ability to cold call and build new customer relationships. The Inside Account Executive is responsible for the entire sales cycle for each business from start to finish. This individual will be expected to consult on and sell a wide variety of technology solutions to their customers. The Inside Account Executive will benefit from a thorough six-month, hands-on training academy, with a very lucrative compensation package.

### **What SHI Can Offer:**

- Ongoing Opportunities for development
- Comprehensive training programs to help develop your skills
- Career progression based on merit, not tenure
- Our employees work in a creative, comfortable, progressive and fun environment
- Competitive compensation and benefits, including medical, vision, dental, 401K, flexible spending

### **Responsibilities:**

- Focus on acquiring new business through individual sales efforts of cold calling and supported prospecting methods
- A commitment to actively learning and developing the following skill set:
- Sales skills relating to software and hardware technology
- Sales skills relating to cold calling and additional prospecting methods
- Sales skills relating to written and verbal communication
- Close sales and achieve monthly quotas
- Maintain your database of prospects within your assigned territory; identify and grow sales in key accounts

### **Requirements:**

- College diploma/University Degree
- Strong written and verbal communication skills
- Strong problem solving, organizational and interpersonal skills
- Ability to work both individually and in a team environment
- Self-Motivated with the ability to work in a fast paced and constantly changing environment
- Proficiency in MS Outlook Tools- Outlook, Word, Excel, PowerPoint

### **Interested?**

I am seeking graduates from 2012-2017 for the position. Please email [lauren\\_flores@shi.com](mailto:lauren_flores@shi.com) with your updated resume and availability for an initial 15 minute phone screen interview.