

Four Winds IT

ACCOUNT EXECUTIVE | REMOTE | BUSINESS DEVELOPMENT - SALES | FULL-TIME

Four Winds IT is looking to hire an Account Executive for our fast-growing sales organization. This is a fully remote position, but we are looking for someone in the Orlando, FL area. We offer a competitive salary and solid benefits package.

Who you are:

The Account Executive (AE) is a critical role to build relationships and drive sales within the assigned territory. The AE will own all bookings, sales, and revenue for specified regions and target accounts based upon quota plans. The AE will partner closely with the Client, Four Winds IT solutions, and Executive Leadership Team to land and expand new logos, grow and retain current accounts. The AE will serve as the voice of our clients to ensure we are driving new value, growing bookings, growing account margin, mitigating account churn, and working with the internal teams to ensure high-quality service delivery.

Education and Experience:

BA/BS degree. 2-3+ years enterprise sales experience. Technology background, Cloud knowledge (AWS, Google, and/ or Microsoft). Ability to drive strategic sales approach, with the flexibility to adapt to new client demands, patterns, and requirements. Desire to shape strategy and drive company-wide Four Winds IT growth through sales innovation and delivery. Self-motivated, with a proven track record of execution as a team member and team leader. Solid organizational, time management, and problem-solving skills, strong attention to detail, ability to prioritize workload and meet deadlines with frequent interruptions. Experience and executive presence to lead client meetings. Comfortable working in a fast-paced, priority-driven environment and interfacing with all stakeholders at all levels. Detail-oriented results-driven, and pragmatic while also innovative and creative. A team player who works well individually and with others. Exceptional written and verbal communication skills, presentation, and negotiation skills.

Essential Job Functions:

- Report into Sales Organization.
- Responsible for all sales (new bookings, revenue, margin, churn, customer satisfaction) at assigned and target accounts.
- Build strong relationships with client decision-makers and buyers of Four Winds IT services
- Build a robust sales pipeline by hunting new logos and farming current clients, at least 4X bookings targets
- Conduct and facilitate client meetings and needs analysis
- Develop winning solutions in conjunction with engineers and subject matter experts
- Execute programs to drive revenue and margin growth within the region.

Essential Job Functions (Continued):

- Build the Four Winds IT culture through the company and partner social events
- Partner with the client, Four Winds IT executive team, Four Winds IT channel team, sales engineers, subject matter experts, and delivery leaders to ensure revenue growth and client retention.
- Work cross-functionally with internal and external stakeholders (Clients, Partners, Four Winds IT Sales, Finance, Recruiting, Delivery, Operations) to support delivery and ensure success.
- Mitigate churn by creating retention programs and adding value through cross-selling, new projects, and opportunities.
- Effectively deliver and communicate with stakeholders to drive alignment of programs and ensure regional satisfaction.

Four Winds Hiring Policy

Who is Four Winds IT?

Four Winds IT helps today's enterprises and rapidly growing businesses harness the power of technology with digital transformation and optimization solutions. From Executive Leadership to our delivery teams, Four Winds IT listens, understands, and delivers best-in-class work. Our deep technical expertise and solutions-driven approach help address our client's biggest business challenges and opportunities. As a Global Leader of Cloud and DevOps, Four Winds IT continues to solve What's Next.

Talent at our Core®

Four Winds IT Consultants are adaptable problem-solvers, growth-minded doers, and lifelong learners.

Thanks to this mindset, we have helped thousands of clients achieve their goals and solve their challenges. From Cloud Architects to Security Analysts to DevOps Engineers, Four Winds IT is always seeking the best and brightest technical talent. Joining Four Winds IT gives you the opportunity to work with national enterprises and innovative companies. Our model provides the support and benefits of full-time employment while giving you exposure to a variety of environments and technologies to sharpen your skills and deepen your technical expertise. These advantages combined with competitive benefits, continuous training and education, and a clear career progression path make Four Winds IT a great place to work.

Covid19 Policy

For US Candidates, this job requires you to be fully COVID-19 vaccinated prior to your start date, where legally permissible, which means that two weeks have passed since your second dose of either the BioNTech Pfizer, Moderna, AstraZeneca, or two weeks have passed since you received the Johnson & Johnson vaccine. Proof of vaccination status may be required. If you are unable to be vaccinated due to medical, pregnancy, or religious reasons, we offer accommodations in accordance with applicable law.

Equal Opportunity:

Four Winds IT is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, color national origin, sex, age, status as a protected veteran, or status as a qualified individual with a disability.

Veterans are encouraged to apply!