



Dobler Consulting
8270 Woodland Center Blvd
Tampa, FL 33614
<http://www.doblerconsulting.com>
813 322 3240

Job Description: **Software Sales Account Executive**

Dobler Consulting, a leader in Sybase, Oracle and SQL Server database support services and Sybase (an SAP Company) system integration services for Fortune 500 companies as well as Small and Midsize Business (SMB) in the United States, seeks an individual with sales experience in the software and/or IT consulting services sales spaces for an Account Executive position for our customers in the Southeast region. Specific industry sales experience (Software/Database Systems/IT Consulting Services) a must. Managed Services related sales experience a major plus. This is full-time position.

Position Summary: The Account Executive's primary responsibility is to create and to develop ongoing business relationships with our business clients' senior managers, technical supervisors, engineers and technicians to secure sales contracts to enable them to reduce their cost and risk of owning and maintaining mission critical database systems – with world class Sybase products and associated services. The Account Executive reports directly to the President of the company.

Compensation Package: The Compensation Package includes base salary (based on experience) and commissions (no cap).

Functional Description:

The Account Executive responsibilities include the following functions.

1. Plan and prioritize personal sales activities and customer/prospect contact towards achieving agreed business aims, including costs and sales. This position requires strong self-management of time and productivity.
2. Plan and manage business portfolio/territory/business according to an agreed market development strategy.
3. Maintain and develop existing and new customers through appropriate propositions and ethical sales methods, and relevant internal liaison, to optimize quality of service, business growth, and customer and satisfaction.
4. Respond to and follow up sales enquiries using appropriate methods.
5. Monitor and report on market and competitor activities and provide relevant reports and information.
6. Communicate, liaise, and negotiate internally and externally using appropriate methods to facilitate the development of profitable business and sustainable relationships.
7. Attend and present at external customer meetings and internal meetings with other company functions necessary to perform duties and aid business development.

Additional Requirements:

- Education: College bachelor degree. Bachelor of Science degree is desired.
- Experience: At least 5 years industry (Software/Database Systems) sales experience in software and IT consulting or related sales a must. Managed Services sales experience a major plus.
- Travel: Domestic travel may be required 50% to 75% of the time.