



Job Title:	Senior Account Executive, hunter	Job Category:	Sales, business development
Department/Group:		Job Code/ Req#:	FMX_Sales
Location:	New York, NY	Travel Required:	No
Level/Salary Range:	Base salary + bonus	Position Type:	Full-time
HR Contact:	Xavier Bougot	Date posted:	
Will Train Applicant(s):	Yes	Posting Expires:	
External posting URL:			
Internal posting URL:	www.fmxsolutions.com/english/about-us/careers.php		
Applications Accepted By:			
E-mail: careers@fmxsolutions.com		Mail: Hiring Manager FMX Solutions US Inc 122W 27 th street, 10 th floor, New York, NY 10001	
Job Description			
<p>FMX Solutions is an IT consulting firm based in New York and Montreal that assists IT departments, service desks as well as data center managers in optimizing IT infrastructure and assets management and streamline IT services with three main objectives in mind: improve day-to-day operations efficiency, reduce down times and reduce IT related costs. Our ultimate goal is to help our customers improve their own customers' satisfaction. Due to the company's growth, FMX Solutions has decided to hire a Senior Sales Executive that will oversee IT services sales as well as associated software.</p> <p><u>Summary of position</u></p> <p>FMX Solutions is looking for a Senior Account Executive that will lead its sales effort (90% new business sales role), increasing its customer base in the tri-state area from its New York office.</p> <p>The new hire will develop the company's pipeline in order to increase market penetration in the ITSM-ITAM and datacenter management markets.</p> <p>The ideal candidate will have a successful track record in the capture of new businesses in the banking, health and datacenter industries.</p> <p><u>Position description</u></p> <ul style="list-style-type: none"> • Qualify, generate, and work on IT project opportunities that will provide additional revenues to FMX Solutions, build an effective pipeline and executes on each phase of the selling process • Develop a sales plan with the company's principals • Work with the company principals in optimizing existing sales and marketing tools • Organize and lead pre-sales activities, including technical demonstrations, proof of concepts and RFP writing to C and VP levels decision makers 			



- Closely work with company’s partners and software vendors

Position requirements

- 5+ year experience selling IT services and enterprise software to Fortune 1000
- Bachelor degree in sciences or related
- C-Level selling and relationship building experience – both business and IT organizations
- Should be able to partner with channels and work with partners for selling solutions
- Experience in creating, editing and providing inputs for proposal content
- Excellent written and verbal communications skills
- Experience in selling to the banking, health and/or datacenter industry
- Exceptional relationship development skills
- Knowledge of ITIL a strong plus
- Knowledge of structured cabling and data center management a plus

Reviewed By:		Date:	
Approved By:		Date:	
Last Updated By:		Date/Time:	