



## **Education Account Executive – Field Sales – Wisconsin**

Value added reseller and technology solutions provider seeks qualified Account Executive with a minimum of 3 years field sales experience, and experience in the education marketplace is preferred.

### **Job Responsibilities:**

- Meet or exceed quarterly sales goals.
- Find and execute sales of The Professional Group's products and services in the assigned territory:
  - Promethean ActivClassroom solutions
  - HP Sales and Service
  - IT Staffing and Outsourcing
  - Professional Services for the PC and Mac platforms
  - Professional Development and Training
  - Video and Broadcast Studio solutions
- Track and report both potential sales and actual sales, using the company's software tools to quote, forecast and track all sales.
- Demonstrate products to potential clients.

Develop and implement a strategic business plan that involves utilizing the Education Consultant, Inside Sales Support and Training personnel to meet the goals for the accounts in your territory. This plan will be developed in conjunction with the Director of Sales.

### **Job Requirements:**

This is a position with a strong emphasis on selling skills, account and people management skills, as well as the ability to communicate and present effectively.

### **Essential Skills:**

- Winning attitude and successful track record
- Excellent written and verbal communications
- Self-motivated, energetic team player
- Effectively manage and provide direction/support for the assigned Education Consultant and Inside Sales Support Rep.
- Strong work ethic
- Strong interpersonal skills
- Ability to think on your feet

This full-time position offers a base salary plus commission. Great benefits package that includes a leased vehicle, medical, dental, 401K with company match, paid time off and holidays.

If qualified, please send your resume including salary requirements to:

[nancyk@theprosgroup.com](mailto:nancyk@theprosgroup.com)

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## **THE PROFESSIONAL GROUP**

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