



# North East Regional Sales Executive

Start: Immediately

Salary: 110k-120k base with total OTE up to \$250k, Equity, Health, 401k, etc

Quota: \$3m-\$5m

We are immediately interviewing experienced Sales Executive with 20+ years with background in Storage or software industry. Your primary responsibilities revolved around a high end, bleeding edge Solid State Storage Appliance sales to financial services firms. You should be involved in direct sales, closing sales, managing relationships with client bases as well as individual clients, contract negotiations, issue resolution, marketing, project management, 3rd party relationships, acquisitions and all aspects of the relationships.

## Overview:

The overall responsibility of the Regional Sales Executive is to build a business and close revenue objectives consistent with quarterly objectives. You will be responsible for putting together a NYMetro business plan and executing upon the plan on a daily basis. Below is a list of key requirements the individual should have to effectively achieve your goals and objectives consistently.

## Requirements

- 15+ years selling into NE F1000 accts
- C-level relationships
- Understanding of what we do(storage, flash or both)
- Successful revenue attainment 10 years consistently
- Partner contacts
- Understanding of Financial Services world
- Understanding of DB preferred
- Has worked in at least 1 startup and been successful
- Drive to make \$500k+
- Self starter

## Additional Requirements

- \* Sales certifications from Sandler, Strategic Selling, or equivalent
- \* Self starter
- \* Located within 1 hour of Manhattan, either rail or automobile
- \* Organizational skills
- \* Work independently from home office
- \* Ability to work closely with a team internally to achieve goals
- \* Assist customers in total solution including, ROI, requirements definition, proposals
- \* B.S. - 4 year degree or higher

## Additional:

- \* 15-20 yrs selling enterprise sw or hw into F1000 NYC
- \* Methodology of strategic selling from miller heimann, spin or other
- \* At least 10 F1000 FS NYC companies they have sold into over past 2-3 years
- \* Relationship with 3-4 key vars selling into this market for at least 10 years
- \* See a 30/60/90 day plan to convince me they understand what we do and how they can build a qualified pipeline of \$3-5m in first 30-60 days and close business in first 90 days

Please send resume.doc and follow up call for immediate interview to:

techjobs@icegroup.to  
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