



## Corporate Account Executive (2)

Locations: Southeast U.S. (Atlanta) and Western U.S. (Silicon Valley)

Pharos Systems is a fast-growing and profitable provider of enterprise print management and optimization software and services. Pharos serves two primary markets: higher education and corporate (Fortune 500). Pharos provides print assessment and strategy design; implementation and technical integration; sourcing and vendor management; and onsite resource deployment services. Pharos is unique because of its objective, vendor-neutral position, as well as its enterprise practice areas integrating all areas of print holistically: from the office, to internal production environments, to print that is externally sourced. Pharos is expanding both organically and through acquisition.

**Role Description: A consultative sales/business person responsible for driving Pharos solutions to Fortune 1000 prospects and customers in a defined geography.**

### Overview

- Strategic sales of intelligent print software products and services from Pharos to new clients
- Strong customer interaction at the Sr. management level with support on forming a relationship with C level contacts within geographic assigned accounts
- Assisting sales management in devising strategic account sales plans and strategies
- Understands the Pharos value proposition, competition and uses knowledge to effectively position Pharos.
- Operates under minimal supervision with wide latitude for independent judgment.
- Grow market share in a primarily prospect only environment although highly reference-able and recognizable customers exist.
- Present business solutions at the executive level and develop a value proposition unique to address client needs.
- Manage complex sales cycles and multiple engagements simultaneously
- Prepare accurate sales forecasts and sales cycle reporting weekly
- Identify key stakeholders and manage effective working relationships with IT, procurement, sales engineers, consulting professionals and business development managers and channel partners
- Marshall Pharos resources to ensure the success of the potential clients

### Performance Goals

#### Expectations

- Achieve quarterly and annual revenue goals
- Deliver value to each and every Pharos client and partner.

- Create and manage all sales opportunities and administer through enterprise wide CRM application.
- Communicate Pharos value proposition to the corporate market.
- Weekly planning and reporting on prospects, leads, opportunities, calls, emails, phone calls.
- Develop and implement a strategic sales plan to deliver revenue consistent with your new business growth

### **Territory Management Expectations**

- Build and maintain a list of your top accounts prioritized by potential
- Develop network of business contacts both internal and external of customers and prospects.
- Competitive presence in accounts (which competitor, what is the nature of the deal, renewal date)
- Build and maintain a sales opportunity pipeline equal to 10X annual quota

### **Requirements:**

- 5+ years direct selling experience in print and/or software markets
- Digital Print, Multifunctional Printing Device (MFP) knowledge required.
- Successful experience at new account development and management of existing account base
- Candidate will be familiar with software and network print environments, Windows, Unix, direct IP printing and other job related software packages
- Excellent communication, presentation and negotiation skills
- High levels of social perceptiveness and customer service
- Self-driven, motivated and results oriented
- Consistently exceeding corporate objectives and quotas
- Proven prospecting and sales cycle management skills
- Bachelor's degree, technical, or equivalent business experience
- General knowledge of print and agent client/server software/ technologies
- This position will require travel up to 40% of the time. Candidate will have excellent public speaking skills complemented by exceptional written and oral skills and strong organizational abilities
- Specific experience in identifying, tracking and closing large enterprise opportunities (500k+)
- Behavioral Competencies required:
  - Sales Opportunity Analysis
  - Sales Negotiation
  - Becoming a Business Advisor
  - Assignment Management
  - Building Trusting Relationships
  - Marshaling Resources
  - High Impact Communication
  - Sales Disposition
  - Active Learning