



Higher Education Account Executive

Alliant Data Systems, Inc. and Benchmark Integrated Technologies are committed to increasing the effectiveness of the Adult and Higher Education entities through our family of software platforms.

We are seeking an experienced, quota driven sales performer who is looking to focus their skills to drive the effective use of technology in Higher Education. The Account Executive is responsible for energetically championing our multiple software solutions to higher education organizations nationwide. Additionally, this role is responsible for acquisition of new customers.

Responsibilities:

- Development of strategic sales plan to effectively and efficiently cover assigned accounts.
- Manage lead qualification and conversion from interested Higher Ed prospects.
- Aggressively prospect and generate new relationships within adult and postsecondary education markets.
- Consulting with and advising large, strategic Higher Ed customers resulting in increased adoption, success and enterprise wide deployments.
- Travel, as required, to prospects, customers or marketing events

Required Skills/Experience:

- Track record of success (2+ years) in CRM or related business application sales (Sales experience in Higher Education Market a plus).
- Detailed knowledge of and passion for new and emerging technologies.
- Strong technical background.
- Strong interpersonal and presentation skills.
- Exceptional verbal and written communication skills.
- Extensive experience with web based conferencing tools such as Go-To-Meeting and WebEx.
- Ability to work in a fast paced, team environment.
- A passion for Higher Education

You need the following to get in the door:

- Some college experience is a must. We prefer a college degree but will consider applicants without one.
- Ability to multitask.
- Hall of Fame work ethic, a backbone for negotiating, and the ability to handle conflict.
- Slackers need not apply.

What's in it for you?

- \$30,000 salary + commission. If you're happy with the base salary, do not pass go.
- Health and dental benefits package.
- 401(k) w/ company match.
- The opportunity to bring your own creative vision to the development of marketing strategies and sales plans
- The freedom to create your own future