



**HIGHWINDS®**

**Position: Account Director**

**Location: New York City**

**About Us:**

Highwinds is an established leader in multi-platform IP services, content replication and delivery software and services. Since 2002, we have provided for the advancement of a wide range of technologies - including messaging bus architecture, network management, distributed file systems and advanced routing methods.

If you are motivated to deliver high quality and innovative services, Highwinds can offer you a great career opportunity. We offer benefits including 401k, medical, dental, vision, paid time off, and a competitive salary plus commission to qualified team members.

**Job Summary:**

The Client Executive is responsible for the implementation of strategic sales initiatives to accelerate and maximize sales growth as well as revenue generation within large, tier-one Enterprise and Web-centric accounts. The allocated territory will be assigned and supervised by Highwinds' Senior Vice President of Sales and Vice President of Sales Operations, in order to elevate and maximize our penetration into that territory. The successful candidate will be responsible for generating accurate forecasts and sales activity reports and will collaborate with Highwinds' management as well as strategic alliance partners in order to meet targeted goals and objectives. This sales position offers a highly competitive base salary and uncapped commission potential.

**Personal Skills:** (Qualified applicants must be able to demonstrate the following)

- A strong sense of responsibility and initiative as well as a demonstrated desire to continually learn and improve upon industry knowledge and sales skills
- An ability to prioritize and organize tasks carefully and accurately
- An ability to work independently and as part of a team
- Dedication and commitment to providing continuous service for the advancement of technology
- Communicate with all levels of management and company personnel
- Ability to manage multiple projects and tasks simultaneously and effectively
- Ability to make decisions and solve problems while working under pressure
- Excellent interpersonal (both oral and written) communication skills

**Responsibilities:**

- Coordinate sales and business initiatives and integrate sales processes with strategic prospects in the allocated Territory.
- Spearhead the development, communication, and implementation of effective sales growth strategies and processes for Highwinds's products.
- Facilitate feedback to different areas of Highwinds's business regarding client needs, operational needs, business opportunities, and marketing/sales programs.
- Drive the Highwinds business in their geographic regions while focusing on key named accounts to achieve and surpass sales and business goals and objectives
- Provide executive level representation at high-stakes meetings with prospects, clients, and technology/channel partners.
- Recommend creative selling techniques based on market and product knowledge

- Assist in developing brand identity and recognition in the allocated Territory
- Participate as a member of Highwinds' Sales Leadership Team, responsible for enlisting Highwinds' Executives in support of sales initiatives
- Provide accurate and timely forecasts using the appropriate sales tools and processes and maintain all relevant information about customers, prospects and leads.
- Work with Sales Operations & Sales Leadership to ensure business is transacted accurately and within pricing guidelines to the highest ethical standards
- Proactively prospect, qualify and close new clients while providing ongoing support to existing accounts for the purpose of meeting or exceeding regional sales targets while maximizing revenue.
- Generate accurate forecasts and sales activity reports
- Focuses on customer retention and education on additional products to aid in the achievement of expected performance to revenue plans
- Works directly with the customer as the Highwinds' liaison to quickly resolve any outstanding issues.

**Required Qualifications:**

- Ten (10) or more years of B2B Sales Executive experience
- Proficient use of basic computer skills including: MS Office – Outlook, Word, Excel and Power Point, web applications and the internet
- Superior oral and written communication and interpersonal skills
- Ability to build relationships at multiple levels to work cross organizationally toward solutions; foster long term customer relationships by understanding customer needs
- Experience providing team leadership and consensus building skills
- Superior presentation skills with the ability to clearly demonstrate Highwinds' services via phone, web conference and trade shows.
- Ability to successfully generate sales via research, outbound calling, email initiatives and attendance at relevant industry events with primary focus on setting / attending onsite meetings with potential customers
- Self starter with a positive, optimistic attitude and high standards of ethical conduct
- Responsible for generating accurate forecasts and sales activity reports.

**Desired Qualifications:**

- Three (3) plus years in either a technical or software development environment successfully executing complex sales cycles
- Strong knowledge of streaming or content delivery network services, IP Transit/Transport or Colocation coupled with managed web hosting services concepts and a demonstrated ability to discuss them with intelligence and conviction
- Preparation of business reviews, monthly progress reports and executive summaries.
- Proven Track Record in over-achieving quarterly and annual quota
- The ideal candidate will bring with them a range of Internet industry-related contacts and experience selling complex solutions to Fortune 500 companies
- Formal sales training (i.e. Value-Selling, Solution-Selling, etc.)

***This job description is not intended to be all inclusive. Applicants must be legally permitted to work in the U.S. in order to have their application considered. Highwinds is an Equal Opportunity Employer.***

If you are interested in this position with Highwinds, please submit your cover letter and résumé to [careers@highwinds.com](mailto:careers@highwinds.com). In the subject line of your email, please include the title of the position. If your experience and qualifications match our current needs, you will be contacted by a member of our human resources team. We look forward to hearing from you!