



HIGHWINDS®

Position: Sr. Strategic Sales Executive

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 to qualified team members.

Job Summary:

The Sr. Strategic Sales Executive will be responsible for the implementation of strategic sales initiatives to accelerate sales growth in the allocated territory by enabling, driving and elevating Highwinds' position and penetration into that territory.

Personal Skills:

Qualified applicants must be able to demonstrate the following:

- A strong sense of responsibility and initiative
- A strong desire to learn and improve
- 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
- Handle multiple projects and tasks
- Make decisions and solve problems while working under pressure

Responsibilities:

- Coordinate sales and business initiatives and integrate sales processes with strategic sales 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 the allocated Territory 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's Sales Leadership Team, responsible for enlisting Highwinds's Executives in support of sales initiatives
- Provide accurate and timely Forecast's using the appropriate Sales Tools and Process 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

Qualifications:

- Degree preferred
- Minimum 10 years Sales Executive experience in the allocated Territory and in CDN, IP or Colocation industry
- Familiar with Highwind's business strategies, as well as their associated products
- Superior communication and interpersonal skills; ability to build relationships at multiple
- levels to work cross organizationally toward solutions; excellent leadership and consensus building skills

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. 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!