

Job Description – Technical Account Executive

JOB DESCRIPTION

Trusted Network Solutions, a leading Value Added Reseller, is looking for an experienced technical sales consultant to join our team. The position will entail working directly with our client base as an outside technical account executive (technical sales). The focus will be on providing technical solutions to business problems and opportunities related to data and voice network infrastructure and security. Building long-term relationships based on integrity and communication is the primary job function.

REQUIRED SOFT SKILLS

- At least 2-years of proven sales experience
- Ability to explain technical concepts to non-technical individuals
- Professional appearance
- Integrity and honesty
- Excellent written and verbal communication skills
- Public speaking skills
- Excellent organizational skills
- Self motivated and disciplined
- Desire to learn and believes in continuing education
- Cool head in stressful situations
- Self confidence
- Must be able to work independently and as a member of a team

REQUIRED HARD SKILLS

- 3 - 5 years working full-time in the IT field in technical sales or pre/post-sales engineering
- Experience taking business requirements and converting them into valid technical solutions
- Basic understanding of Microsoft based networks and Microsoft operating systems
- Understanding of basic networking concepts (LAN and WAN)
- Basic storage experience (DAS, NAS, backup and recovery, etc.)
- Basic understanding of network security concepts (firewalls, VPNs, etc.)

DESIRABLE SOFT SKILLS

- College graduate
- Experience managing accounts as a technical account executive
- Strong relationships with others in the IT industry
- Formal sales training
- Membership to industry organizations
- Ability to lead technical seminars

DESIRABLE HARD SKILLS

- Two or more years working as an IT sales consultant with a network infrastructure and security focus
- Advanced understanding of Microsoft or Open Source networks, high-end storage (SAN, HSM, etc.) and/or complex network security concepts
- Experience with BC/DR (Business Continuity and Disaster Recovery) projects
- Industry certifications such as MCP, CISSP, MCSE, CCNP, JNCIA, etc.

CONTACT

Send a resume and cover letter to the Trusted Network Solutions Sales Manager:

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