

## **Account Executive - Government Division**

### **Brief Position Summary**

The Account Executive will be responsible for conducting Strategic Business Development to new targets within both prospect and existing accounts, with the objective of introducing/positioning CCS' services to key decision-makers to drive activity through the initial phases of the sales cycle. This may include conducting presentations and participating in demos with prospects and often, but not always, be associated with taking the deal to its next stage.

AE must spend 90% of their time on Government Opportunities and Government Accounts must account for at least 75% of the Total Portfolio. Sells, under general supervision, CCS services to ensure the achievement of individual and corporate sales and profit goals.

Your Focus:

- Work with teams to become knowledgeable in all CCS's services offerings so as to effectively and persuasively target the value proposition of CCS's services to specified pain points for the right buyer profile
- Communicate CCS differentiation in a clear and compelling way that drives interest and results in initial sales meetings.
- Perform contact discovery where necessary as part of the Business
- Development process to more effectively target the growth of strategic accounts
- Development efforts (i.e. – prospect identification and discovery of contact information)
- Identify and properly qualify business opportunities
- Maintain daily activities in system of record, tracking interactions with prospects and customers (Experience with salesforce.com preferred)
- Work closely with the Government team in developing new ways to increase awareness of CCS services
- Prepare accurate sales forecasts and sales cycle reporting
- Conduct competitive research and analysis to increase success rate as required

### **Duties and Responsibilities**

- Sells, under general supervision, CCS services, and value adds by interacting with established and prospective customers to ensure the achievement of individual and corporate sales and profit goals.
- Ensures growth of sales, identifies and develops under close guidance new prospects and grows business to contribute to the achievement of corporate sales goals.
- Manages, to ensure excellent customer relations. Responds to customer needs, consistent with CCS standards, culture, and business practices. Consults with manager to identify and implement solutions to problems.
- Demonstrates teamwork to ensure achievement of team and corporate sales goals.
- Maintains sales records and generates relevant market/sales reports for CCS management as needed.
- Monitors expenditures to ensure compliance with approved budgetary constraints. Takes corrective action as needed.
- Develops a personal business plan under general management supervision to establish annual strategic account development goals for expansion of footprint and deepening relationships.

- Fosters the CCS Culture throughout the company to ensure unity of purpose and fulfillment of CCS's Mission.
- Participates in special projects and performs additional duties as required.

### **Education and Experience**

- Bachelor's Degree preferred.
- 2+ years outside sales experience is required.
- Government sales experience is preferred.

### **Skills**

- Broad knowledge of procurement processes and knowledge of sales theory/skills is required, especially in government.
- Excellent communications skills are required.
- Basic computer literacy desired.

### **Other Requirements**

- 90% of time must be spent on Government – Federal, State or local Government.
- A valid driver's license is required. Some travel may be required as necessary.
- Position may require daily local travel within market territory.
- Occasional overnight travel is also required.

### **Why CCS? People. Collaboration. Insight. That's how you build something that works.**

Built on a foundation of trust, CCS works side by side with our customers to help them drive business results. With more than one million product offerings and 20+ years of experience across industries, CCS strives to help our customers achieve greater productivity, profitability, and growth through inventory management and other innovative technology services solutions.

We care about our associates and have programs in place to help our 500+ team members achieve their potential. When you join our team, you will receive rewards and recognition for your contributions, training and professional development opportunities, as well as a variety of benefits to support you and your family's health, well-being, and financial future.

If you are inspired to learn, take risks, and succeed as a team, you can build a better career at CCS.