



285 Chesterfield Business PKWY • Chesterfield, MO • 63005
TELEPHONE: (800) 522-9226 • FAX: (800) 729-4454
WEBSITE: www.abmfederal.com

Job Description

SLED Sales Account Executive

Department: Sales

Reports to: Director of Sales

Compensation Structure: Base Salary + Performance Bonus

Summary Description

Our strategic target markets include the U.S. Federal Government as well as State, Local and Education (SLED). Our focus is on providing IT products & services that address needs and solve problems within the “desktop / office environment” (primarily secure IT hardware and managed print services). The “Federal IT” market encompasses all civilian agencies, departments and military branches, and ABM Federal has the right tools (solid reputation & performance record, key contract vehicles, strong supplier / business partner relationships, and small-business status) to position an experienced and driven sales professional for great success.

The Account Executive will be responsible for establishing new relationships, and manage and expand those relationships within the State, Local and Education marketplace. The new business development focus will be around IT devices, services, and solutions, primarily targeting the education space with possible cross over sales opportunities in FED.

Primary Duties /Responsibilities

Prospect / Probe / Pitch / Produce

- Schedule in-person meetings, leverage social networks, email, research tools and other methods to generate new business opportunities.
- Qualify prospects against company criteria for ideal customers (using an objective targeting approach).
- Identify emerging opportunities to grow client offerings or category vertical.
- Develop a strategic account list sales management plan outlining a path for YOY revenue growth, annual sales plan achievement and ongoing customer engagement.
- Use a strong customer focused selling mindset to uncover needs, opportunities and challenges and make appropriate product recommendations based on needs analysis findings.
- Effectively use and maintain real time CRM tools to manage sales pipeline and forecasts to goal.
- Establish, draft and deliver proposals (with significant support and assistance from the company’s “Capture” Team).
- Establish relationships with new category customers and secure contracts / programs generating to grow company’s recurring revenue objectives.
- Facilitate and deliver compelling presentations to end-users, senior managers and purchasing decision makers.
- Use strong sales acumen and background to facilitate consistent closing opportunities.
- Participate in professional memberships, associations, publications, and trade shows.



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Requirements – Skills, Knowledge, and Abilities

Skills and capabilities for this position:

- Extensive consultative sales experience (5-7 years+)
- Knowledge of and experience with high volume sales methodology and practices.
- IT or technical sales background.
- Enthusiastic and passionate about sales and performance.
- Strong natural curiosity and desire to help solve an immediate customer need.
- Ability to build and utilize 360-degree internal relationships. (team focused sales organization)
- Possess effective high level presentation skills.
- Adept at working within a high growth and accelerating enterprise.
- Ability to be flexible and adaptive (as situations change)
- Demonstrated business acumen (ability to drive effective business conversations)
- Visionary individual (sees beyond the obvious, creative thinker)
- Ability to meet sales targets (do what it takes to win, regardless of headwinds)
- High level of ambition for success and the initiative to achieve it.
- Execute and operate within the “Core Values and Mission” of ABM Federal

Education/Experience:

- Strong direct sales background (5-7 years+)
- Robust new business development successes (with documented success)
- Preferred experience in Government vertical sales
- Solid IT background (technical understanding of hardware and/or services / solutions)
- Desired 4-year College Degree and/or equal sales / business experience

Special Requirements:

- Moderate travel, Continental United States (roughly 20+%)

Note: This job description should not be construed to imply that these requirements are the exclusive standards of the position. Incumbents will follow any other instructions, and perform any other related duties, as may be required. The employer has the right to revise this job description at any time. The job description is not to be construed as a contract for employment.