



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 “Office IT environment” (primarily Personal Systems (PC’s), Print hardware and Managed Print Services (MPS), Print Supplies, and Audio/Video/Conference equipment). 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. This position will primarily focus on Kindergarten through 12th grade schools. The territory will include the states of Missouri, Kansas, Illinois, and Iowa. This is a new market for ABM Federal. We will leverage our 45 years of experience in the Federal market to provide us with a plan for success.

The Account Executive will be responsible for establishing new relationships along with managing and expanding 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.

Primary Duties /Responsibilities

- Create a cadence of consistent calling & prospecting.
- Schedule 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 expand ABM’s portfolio to address client needs and add value.
- Execute the territory plan that will be developed with your manager and adjusted as markets change.
- Through a strong customer-focused-selling mindset and effective needs-analysis, develop appropriate product and solutions recommendations based on 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 manufacturer & distributors sales teams.



Primary Duties /Responsibilities (Cont.)

- 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.

Requirements – Skills, Knowledge, and Abilities

Skills and capabilities for this position:

- Sales experience (3-5 years+)
- Willing to execute on high volume sales best practices including cold calling, emailing, social messaging and working events.
- 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 effective working relationships with other team members and departments across the ABM Fed 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 (3-5 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)
- 4-year College Degree and/or equal sales / business experience

Special Requirements:

- Moderate travel, Continental United States (roughly 20+%)
- Residence local to ABM Headquarters is preferred

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.