



Account Executive

Dolomite Enterprises is growing its sales team to match customer demand. We are seeking highly motivated solution sales professionals with a strong work ethic and a desire to excel.

Responsibilities:

- Cold call, Prospect, Close Business, Earn Commissions
- Deliver the Dolomite Enterprises value proposition
- Some travel may be required
- Follow up with customers to assure satisfaction, respond to queries, solicit further sales and solve problems
- Able to share information with co-workers while working closely in a team environment

Qualifications:

- Minimum four years of successful solution selling experience
- Minimum two years technical sales experience
- Dynamic, self-motivated individual with a high energy level and strength in driving new sales
- Consistent sales performance in meeting and exceeding sales quotas
- Must display self discipline necessary to interface effectively with customers, management, and all levels of employees
- Must possess the ability to prioritize customers' issues while utilizing time management efficiently
- Excellent organizational, presentation and communication skills
- Comprehension of the value of: building long term relationships; constant prospecting; multi-level selling; and applying client centered selling techniques
- Aggressive, eager and willing to give 150% of their energy and time

