



JOB OPPORTUNITY

POSTING DATE: June 14, 2006
DEPARTMENT: Sales
JOB TITLE: Account Executive
HOURS: 1st Shift, Monday-Friday
REPORTS TO: Regional Sales Manager, San Francisco

The Account Executive will have responsibility for selling products and services to major OEMs in the west region of the U.S. Ideal candidate will be located in San Francisco (south Bay area).

DUTIES & RESPONSIBILITIES:

- Cold calling to establish new appointments.
- Use professional, creative prospecting skills to identify new customers.
- Close new account opportunities within assigned territory.
- Call on all levels of an organization continuously validating PDSi's value proposition.
- Act as the contact point with customers for all contract and pricing discussions.
- Manage account transition to Account Manager.
- Provide feedback to Sales Management and Marketing regarding competitors, market pricing and industry trends.
- Provide detailed sales forecasts, account status and call reports to Sales Management.
- Develop strategic sales plans for assigned territory in cooperation with overall sales and marketing strategy.
- Travel within the defined geography

Required Qualifications:

- BS/BA in business, engineering or related field
- 5-7 years sales experience with technology related company
- Proven track record of cold calling to identify new customers and closing large opportunities
- Results oriented individual
- Experience with consultative sales cycles ranging from 3 – 12 months

Desired Qualifications:

- Experience selling hardware, software, integration or logistics solutions
- Knowledge of telecommunications or medical industry