

Account Management



Step into the exciting world of a Cloud-based Solutions leader and put your IT Sales experience to work in this specialist area that is literally on fire! Training will definitely be provided on these particular solutions, but our client is looking for someone who's ambitious, passionate and hungry for success to join their NZ team.

The role in brief

- Work closely with Channel Partners to drive incremental business
- Build and maintain relationships with existing customers
- Support the business requirements of your partners
- Drive business across the commercial business sector

Applicants should have the following

- SME or mid-market Customer Sales experience
- 3 years+ success in selling IT Infrastructure, Security or Software Solutions
- Ability to engage at C level in business
- Proven success in sales for a Systems Integrator, Managed Services Provider, Vendor or Distributor
- Both farming & hunting sales skills
- Ambitious and hungry for success
- Smart & professional

What's in it for you?

- Work for a leading cloud Provider
- Earn top \$\$
- Generous Base Salary plus uncapped commission
- Work in the fastest growing sector of the market (so many sales opportunities)
- Receive training on all solutions
- Success in your career

We need highly motivated salespeople who are ready to take it to the next level and ride the wave of success in this amazing market. If this role sounds like you then apply now, we'd love to hear from you!

How to apply:

To apply, send your CV and cover letter to alan.scott@logicalsolutions.co.nz