Forthright.

Enterprise Sales Manager (ESM)

Location: Florida and North Carolina

Job Description:
Forthright's Enterprise Sales Manager has 8 or more years of sales experience, including experience selling complex technology solutions to large enterprise accounts, and is viewed as an expert in application and/or networking technologies. In this role, they are responsible for selling Forthright services, and the associated vendor products to prospects and clients.

Major Job Duties and Responsibilities:

- Establishing relationships at executive levels to identify and sell Forthright services to the prospect and/or client
- Building and leading internal and external resources to identify, pursue, and close specific opportunities
- Establishing and maintaining close relationships with external partners/vendors to develop and achieve account strategies and opportunity plans
- Carrying a revenue quota to meet or exceed sales targets
- Identifying, developing, executing, and maintaining account strategies to drive adoption of Forthright engineering, vendor products, and managed services
- Understanding and navigating account procurement practices to negotiate SOW contracts.
- Driving prompt resolution of customer issues and ensuring high levels of customer satisfaction
- Ensuring accurate and timely forecasts in SalesForce.com and providing updates to management

Education/ Experience:

- Bachelor's degree
- 8+ years of sales experience with at least 5 years selling technology to large enterprise accounts
- Track record of establishing strategic executive level relationships with Fortune 1000 companies
- Strong record of meeting or exceeding enterprise sales quotas in excess of $3 million a year
- Experience working with external partners/vendors to develop and close business within enterprise accounts
- Network of enterprise reference contacts as an audience to present Forthright solutions
- Experience in any of the following areas of expertise: application and core technology (virtualization, database, operating systems, application platforms, hardware, networking), internet solution selling (service, hardware, software), and/or networking, security and/or WAN optimization
- Strong consultative selling ability
- Ability to develop and articulate compelling qualitative and quantitative business cases for IT solutions
- Ability to manage long, complex sales cycles from beginning to end
- Knowledge of strategic account sales techniques and processes including understanding customer needs, overcoming objections, developing business cases, negotiating and closing complex deals