

## **Outside Sales Executive**

Rancho Cordova, Ca

Full Time

### **About Enterprise Networking Solutions, Inc.**

Enterprise Networking Solutions, Inc. (ENS-Inc) is an information technology consulting firm located in Rancho Cordova, Ca. We develop and deploy proven, reliable, and scalable enterprise technology solutions with key expertise in migration/consolidation services, virtualization, cloud integration, system integration services, business continuity, and disaster recovery. ENS-Inc Engineers and Project Managers partner with our clients on a wide range of technology projects. Founded in 1999, the ENS-Inc team is comprised of talented and respected professionals with over 100 certifications and a very long history of experience working with the public sector in California. In addition to state agencies, ENS-Inc has also provided services to California's counties, cities, educational institutions, healthcare providers, and law enforcement agencies, as well as private industry and services to other states.

### **Job Description**

ENS-Inc has an immediate opening for an experienced Outside Sales Executive that will be a good fit with our team. ENS-Inc has a 20 year history supporting the State of California and a proven track record meeting the challenges of the most complex government programs. We are looking for an energetic person who is familiar with California contract vehicles (CMAS, ITMAS, SLP, etc.) and has prior technology sales within the public sector. Our team of professionals bring extensive expertise supporting large-scale government IT projects and business transformation initiatives. The full-time Outside Sales Executive will build and maintain relationships with new and repeat customers, educate customers on how ENS-Inc solutions can benefit them technically and financially and monitor ENS-Inc's solution portfolio to further sell additional products or services. The ideal candidate will bring strong listening and communication skills, understanding of key technology solutions, and has experience selling to State and Local Government agencies. The Outside Sales Executive will interface with Channel partners in key technologies such as Palo Alto Networks, Rubrik, Arista, Extreme Networks, Pure Storage, VMware, NetApp and more.

### **Job Responsibilities**

- Work with internal and external resources to develop and sell our solutions
- Gain an understanding of the information technology strategy of assigned accounts, and key projects for the current and upcoming years
- Sell ENS-Inc's product and services solution portfolio to a targeted list of assigned customers and prospects to meet and/or exceed the assigned annual quota
- Develop relationships with focus manufacturer representatives covering your general territory and/or assigned account list
- Research assigned accounts/prospects to gain an understanding of the business/organization function, their target customers/markets, how they transact business, key decision makers, existing VAR relationships, key financial metrics and the information technology budget
- Develop relationships with multiple decision makers within assigned accounts

- Introduce ENS-Inc. SME's (Solution Architects, BDM's, practice leads, BU Leaders and Executives) to key stakeholders within your assigned accounts
- Consistently and effectively, communicate ENS-Inc.'s value proposition to key stakeholders within assigned accounts
- Work with Solution Architects to develop proposals and statements of work to sell ENS-INC. solutions
- Attend and facilitate marketing events that are relevant to ENS-Inc. sales team.
- Attend company-facilitated meetings
- Participate in industry association(s) as appropriate

### **Qualifications:**

- 8+ years of technical solution based selling in the public sector
- Outside sales experience with direct end-user accounts
- Resilient and Positive can do attitude
- Ability to learn and adapt quickly
- Solid communication skills, reasoning ability and people skills
- Superb listening skills
- Excellent oral and written communications skills, ability to present effectively
- Excellent interpersonal and collaboration skills and ability to work in a team environment
- Excellent negotiation and conflict resolution skills
- Understanding and use of solution selling approach

### **Benefits**

- Competitive salary
- Benefit options including; medical, dental, vision, and life insurance
- Retirement account options with company sponsored match

Enterprise Networking Solutions, Inc. provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, Enterprise Networking Solutions, Inc. complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

Enterprise Networking Solutions, Inc. expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of Enterprise Networking Solutions, Inc.'s employees to perform their job duties may result in discipline up to and including discharge.