



Account Executive

Location: Herndon, VA

Overview

Tyto Athene (formerly Black Box Government Solutions) is a full service integrator focused on helping clients accelerate their ability to make decisions by providing ubiquitous and secure access to enterprise information throughout their operating environment. Tyto Athene uses a myriad of technologies, innovative thinking, and proven processes to deliver successful outcomes for its clients worldwide.

The Account Executive is the catalyst behind our success as an organization. As a consultative sales professional, the Account Executive is responsible for driving revenue growth and bringing in net new business from prospects and current customers in a designated area or market. Account Executives help solve the business needs of prospects and customers by aligning those needs and objectives with Tyto solution(s). Account Executives own all opportunities and customers and are responsible for coordinating resources and managing the sales campaign across the entire opportunity pipeline.

You will be required to prospect, qualify and sell micro data solutions to existing and new clients that enables them to extend data centers to the edge of their enterprise, offers complete autonomy of connectivity and operates in harsh environments.

Administrative tasks related to sales updates etc. are kept to an average of roughly 10% of your time creating more time doing what you do best...SELLING!

Requirements

- Bachelor's Degree in Business or related field or equivalent experience
- Proven sales hunter with expertise and sales experience in data center or distributed data center solutions.
- Firm grasp of enabling edge based or hybrid cloud environments is essential.
- Travel required. The amount of travel depends on where your deals and clients are located.
- Ideal candidates understand early adopter and market penetration types of sales activities.

If this is you, you are going to want to be part of this team!