

Account Executive, Sales & Marketing

IIJ America Inc. New York Office

Full time/Entry-Mid Level

Required

Qualifications/Skills

- Effectively increases and maximize sales revenue and profit of network & system solutions and system integration.
- Develops sales of products and services of network solutions and system integration.
- Finds competitive and market opportunities and respond and have communication in a timely and effective manner with existing and potential customers.
- Makes sales calls, new business development, and providing proposals, bids, and other project information to potential customers and influencers.
- Plans, coordinates, and implements the sales of products and services with Network Operation & Engineering and System Integration department.
- Contacts existing customers to find out their needs and possibilities of expansion of business opportunities.
- Implements sales promotional activities including: visiting & making phone-calls to potential customers.
- Prepares and reviews assigned account information and enter information for monthly invoices on internal system as a part of closing process.
- Prepares written presentations, proposals, reports, and process quotations to customers.
- Maintains existing customers with maximize customer satisfaction and cross-sales.
- Prepares sales forecast and annual budget and plan of sales.
- Assists provisioning staff for post-sales of startup services for customers.
- Assists accounting team with collection of past due from assigned accounts for acquisition.
- Prepares sales promotional materials and perform presentation to customers.
- Maintains and keep up with evolving industry / market expertise.
- Undertakes market research.

Benefits

- Medical & Dental & Vision, Basic Life Insurance (Full Time Only)
- Employee 401 (K) Savings Plan
- Paid Holiday, Vacation Day
 - 1st year :8 paid holidays (Depend on starting date)
 - 2 - 5 years :13 paid holidays
 - 6 – 10 years :18 paid holidays
 - 11 – 20 years :23 paid holidays
 - Over 21 years :28 paid holidays
- Sick Leave
- National Holiday Office Close 12days/year
- Online Self Education Program (Udemy)

About IJ America Inc. IJ America Inc. (IJ America) – is a wholly owned subsidiary of Internet Initiative Japan Inc. (IJ, TSE Prime: 3774), one of Japan's leading Internet access and comprehensive network solutions providers.

IJ America was established in 1996. Since then, IJ America utilizes and embraces the latest internet technologies to design, deliver and manage highly qualified and experienced IT solutions to US enterprises based on various IT related requests.

Ever since its establishment in 1992 as the first Japanese Internet Service Provider, IJ has been taking pioneering steps in the field of Internet technology. IJ has always achieved the highest quality Internet environment in regards of network technology, backbone implementation and operation, NOC facility, services and user support system.

IJ Group has expanded its business portfolio and has provided Internet connectivity services, cloud computing services based on data centers, network systems integration services, and security solutions. We respond to customers' requests for a wide range of ICT solutions with one-stop services.