
CLIENT EXECUTIVE –SLED

Location: **Albany, NY**

Department: **Federal Sales**

of openings: **1**

Description

CLIENT EXECUTIVE - SLED

World Wide Technology (WWT) is a global technology integrator and supply chain solutions provider. Through our culture of innovation we inspire, build and deliver business results, from idea to outcome.

Based in St. Louis, WWT works closely with industry leaders such as Cisco, HPE, Dell EMC, NetApp, VMware and F5, focusing on three market segments: Fortune 500 companies, service providers and the public sector. WWT employs more than 5,500 people and operates in more than 2+ million square feet of state-of-the-art warehousing, distribution and integration space strategically located throughout the world. WWT is extremely innovative, our Advanced Technology Center (ATC) brings hundreds of technology companies into a physical yet virtualized environment; an eco-system we call Silicon Valley in St. Louis (Global Headquarters). WWT is proud to announce that it has been named on the FORTUNE "100 Best Places to Work For®" list again for the 9th consecutive year and several awards on Glassdoor honoring the Best Places to Work.

Check us out: <https://www.youtube.com/user/worldwidetechnology>

Take an ATC Tour: <https://www.wwt.com/services/atc/>

World Wide Technology, Inc. has an opportunity available for a Client Executive to support our rapidly expanding SLED (State, Local and Education) team. We're looking for a self-motivated and driven individual who will be responsible for collaborating with Sales, Engineering and leadership teams. The Client Executive will effectively expand relationships and business within the SLED team to drive relevant solutions around Infrastructure Modernization, Multi-Cloud Architecture, Security and Digital Transformation.

RESPONSIBILITIES:

- Lead the mission for WWT as a member of our SLED team by pursuing and driving strategic programs.
- Drive sales achievement through accurate forecasting and execution on calculated areas within SLED; assist team with deal program qualification & strategy to promote sales attainment numbers.
- Strategic account planning, plan execution and competitive market positioning of WWT to ensure alignment of current and future business opportunities
- Work with various WWT team members on business solutions which will both enhance WWT's role with our customer as well as drive profitability.
- Engage our company "Subject Matter Experts" to create integrated solutions that address customer's complex problems.
- Enable formal RFP strategies.
- Develop creative new service offerings and solutions by delivering innovative presentations of solutions or proposals that address customers challenges.

- In partnership with internal stakeholders, perform proposal, contract review, development and negotiations.
- Opportunity pricing and financial modeling.
- Develop and maintain strategic relationships with key OEM's (Cisco, NetApp, DELL EMC, VMware, HP) and service providers/partners.

QUALIFICATIONS:

- Solid executive relationship building and proven business development experience within the SLED industry.
- Forward thinking technologist with proven success driving technical solutions in Infrastructure Modernization, Multi-Cloud Architecture, Security and Digital Transformation as it relates to the SLED business.
- Solid analytical and problem-solving skills.
- Exceptional organizational, communication, presentation, collaboration and leadership skills.
- Flexible schedule with the ability to travel as needed.
- Bachelor's Degree or equivalent industry experience preferred.

World Wide Technology, Inc. offers excellent benefits and competitive compensation. Visit our company web page at www.wwt.com for more information.

Equal Opportunity Employer Minorities/Women/Veterans/Disabled