



Title: Senior Business Development Executive

Reports to: Sr. Director, Business Development

Founded in 2000, CleanSlate is a privately held company, headquartered in Carmel, Indiana. With roughly 50 employees, we were voted "Best Places to Work in Indiana" in 2017 & 2018. As an IBM & RedHat Platinum Business Partner, we are one of their largest software resellers. We have strategic consulting partnerships with leading software vendors in the industry, including: Salesforce, MuleSoft, Amazon Web Services (AWS), Microsoft, New Relic and CloudCheckr, to name a few. CleanSlate has grown to become a comprehensive technology solutions company specializing in software asset management, security, cloud and IBM consulting. In 2019, CleanSlate closed \$40M in IBM SW and sold \$8M in professional services. We are well positioned to grow our services practice an incremental 30% in 2020.

We are looking for proven experience in the following:

- Managing and developing relationships with customers and provide a consultative sales approach that delivers the highest level of account management services.
- Positioning, configuring and quoting product and service solutions to clients.
- Participating in industry organizations.
- Managing leads and opportunities through the companies Salesforce and other CRM tools.
- Accurately and consistently reporting sales forecasts and opportunity funnels.
- Participating in creation, editing and closure of services proposals.
- Working with CleanSlate Operations Organizations to understand and position their technologies, understand and articulate their value proposition to clients.
- Participating in field marketing to generate interest and provide information to the client prospect community to include driving attendance to such events and activities.
- Representing CleanSlate to clients and be able to articulate our areas of expertise.
- Setting proper expectations and maintain open communication with clients and vendors through the lifecycle of the business development and sales process.
- Effectively leveraging supporting resources in the sales process with the spirit of teamwork and cooperation.
- Professionally developing and presenting sales presentations to large groups and executive level clients.
- Building an accurate and iterative Opportunity pipeline.

Minimum Qualifications:

- Requires Bachelor's degree or equivalent and seven to nine years of related (customer service or inside sales) experience.
- Five to ten years of related experience selling IT Solutions to Enterprise clients.

- Experience with client sales engagement to include pro-active networking, warm calling, and selling to multiple contacts within an organization, including 'C' levels.
- Experience selling into the identified commercial sectors and bring established and trusted relationships to CleanSlate that will benefit our growth.
- The ability to share the goals and concerns of the client and understand the technology partner and products available to meet their goals and solve their challenges.

What we have to offer:

- Solid benefits including medical, dental, vision and 401k
- Unlimited PTO
- Fun work environment
- Competitive salary
- Paid technical training and certification