



Title: **Senior Business Development Executive**

Reports to: Senior Director, Business Development

About CleanSlate

Founded in 2000, CleanSlate Technology Group is an Indianapolis-based IT consultancy uniquely equipped to build new cloud-native applications and modernize complex legacy applications. CleanSlate specializes in full-service modernization around Application Development, DevOps and Cloud Architecture. Our team is full of passionate and highly skilled cloud technologists that are empowered to solve complex problems every day, collaborating on great technical solutions that impact our customers' success. CleanSlate's consulting services revenue was \$9.5M in 2020 and \$10.5M in 2021.

CleanSlate Technology Group is expanding our Sales team. We are looking for a **Senior Business Development Executive** with experience selling IT Service Solutions to Enterprise clients. If you have experience selling cloud (AWS, Azure) offerings and you are able to articulate their value proposition to clients, this may be the ideal position for you.

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, and quoting product and service solutions to clients.
- Participating in industry organizations.
- Managing leads and opportunities through 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 Delivery 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.
- 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