

CleanSlate Technology Group (CSTG) is a leading multi-cloud technology consulting firm specializing in building modern applications and products that move businesses forward. From custom cloud-native application development to modernized legacy systems, we develop and deploy solutions that deliver greater agility, faster speed to innovation, and more resiliency to handle whatever the future brings. We're a team of multi-cloud natives with certifications across AWS and Azure; helping our customers solve their business problems with a modern cloud approach. At CSTG, we believe that when you combine the power of technology with brilliant ideas, the sky's the limit.

WHAT DOES YOUR TEAM LOOK LIKE:

Our Cloud Sales Team are explorers, seeking out clients who strive to revolutionize their business with cloud and software solutions. We collaborate with them to uncover their full potential and engage our seasoned consulting team to bring their vision to life. Guiding our clients every step of the way, we ensure their journey to success is seamless.

WHAT DOES YOUR ROLE LOOK LIKE:

We are looking for a **Business Development Executive** with a successful history of cultivating relationships, generating leads, and expanding business. You must have a deep understanding of the sales process and dynamics with a high preference of experience selling IT service solutions to large organizations.

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 & service solutions to clients
- Participating in industry organizations
- Managing leads and opportunities through Salesforce and/or other CRM tools
- Accurately and consistently reporting sales forecasts and opportunity funnels
- Participating in creation, editing, and closure of service proposals
- Working with the CleanSlate Delivery Organization 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 prospects 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
- Track record of achieving quota and goals
- Experience identifying and bringing on new clients

MINIMUM QUALIFICATIONS

- Requires Bachelors' degree or equivalent
- 3 to 5 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-Suite 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

If you feel like you are a fit for our team and have the technical experience required, please email your resume to TalentAcquisition@cleanslatetg.com



U.S. citizens and those authorized to work in the U.S. are encouraged to apply. We are unable to sponsor at this time.

CleanSlate is an equal-opportunity employer, and we value diversity at our company. We do not discriminate based on race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.