



## CAREER OPPORTUNITY

### Account Executive

*Imagetek's mission is to build long-term valued partnerships with our clients by providing exceptional service, quality technology solutions, and unparalleled customer support. We take a truly consultative approach to help our clients achieve their specific business goals and objectives by optimizing efficiencies and reducing costs.*

*Imagetek is truly passionate about customer service! We have established comprehensive and industry leading service standards to ensure that we meet and exceed client expectations. We are 100% dedicated to differentiating ourselves by providing superior service and guaranteed customer satisfaction. As the top servicing provider in the DFW area, Imagetek is the only company to earn PROs Elite 100 status.*



#### Imagetek Office Systems

220 Westway Place, Suite 150  
Arlington, TX 76018

Our ideal **Account Executive** is excited to hunt for and close new business! They are a natural **go-getter** with an **entrepreneurial drive** to develop their own book of business. They are **extremely driven** with a strong **desire to win** and **close business**.

### Job Duties and Responsibilities

- Meet and close business with C-Level Executives
- Establish and grow relationships with key decision-makers
- Maintain consistent communications with existing customers to ensure customer satisfaction
- Conduct strategic cold calls with C-Level Executives
- Meet and exceed monthly sales and activity quotas
- Accurately forecast and manage excellent pipeline organization
- Deliver the Imagetek Executive Overview and other presentations
- Create and present Proposals with strong value proposition and ROI
- Bring C-Level Prospects into our facility for product demonstrations
- Successfully position the benefits of Imagetek and explain our unique service standards
- Engage customers in dialogues related to growth, including their planned and potential needs
- Coordinate efforts between various Imagetek teams in a collaborative manner to help achieve an optimal customer experience
- Collaborate with solution engineers to design customer-tailored solutions
- illustrate how the application of Imagetek products / services can be strategically utilized and implemented to meet their current and future requirements

### Qualifications

- 4 year college degree or equivalent sales experience
- Basic sales skills and Proficiency in all Microsoft Office applications
- Must have a "Hunters" mentality for securing new business
- Background in/or familiarity with technology solutions
- Very Strong communication and presentation skills
- Experience working with C-level leaders and IT professionals
- Superior organizational and time management skills

### Imagetek is Proud to Offer ...

- Very competitive base salary
- Uncapped commissions
- Great incentive and bonus program
- Full benefits
- Excellent sales support team
- 6 % Matching 401K program
- Paid vacation & Paid sick time
- Exceptional back office support
- Superior training
- Car and cell phone allowance
- Laptop computer
- President's Club Trip

*If you are passionate about sales and technology, please email your resume to:*

**[careers@imagetekos.com](mailto:careers@imagetekos.com)**

