



Outside National Account Executive

Location: Any Major Metro Area – Northeast Preferred

Preferred Experience: 2+ years or Former Novell Sales Executive

Functional Area(s): Account Management / Sales of Products and Consulting/Integration Services

Education: Minimum College BS or Equivalent

ESSENTIAL FUNCTIONS:

Responsible for sales of the full range of Novell products/solutions, third party Novell add-on products, and Consulting/Integration services. Must be able to identify/qualify sales and consulting/integration opportunities by applying knowledge of customers' business and establishing a value proposition for the customer. The ideal candidate must have at least 2 years of proven sales/phone sales experience and exhibit significant knowledge of Novell products/solutions. Proven sales experience includes selling into small - large complex accounts with both individual and team responsibilities. The individual will demonstrate an understanding of the technical and business challenges faced by customers and a proven ability to develop and deliver solutions over the phone. Must be a team player with the ability to work closely with the technical teams from other business units and external partners. Candidate must be able to manage key executive relationships, have a strong awareness of the key industry/market issues and trends, and have a good understanding of Novell's vertical and horizontal market strategies.

REQUIRED FUNCTIONS:

- Use of spreadsheets and presentation tools.
- Ability to plan and run group meetings. Computer related knowledge/skills.
- Ability to properly sales forecast

REQUIRED KNOWLEDGE:

- Novell Products and Solutions

PREFERRED KNOWLEDGE:

- * Executive relationship management
- * Strong presentation & writing skills
- * Able to penetrate new accounts and divisions within existing accounts
- * Consultative selling skills
- * Strong Interpersonal skills
- * Excellent account planning skills
- * Sound business judgment
- * Sound decision making



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