



Account Executive – Baton Rouge

LANtec of Louisiana, the premier technical training center serving Louisiana, is looking for professional experienced B2B **Account Executives** to join our Baton Rouge Sales team. We provide computer training and Professional Development Training to corporate and governmental clients in Greater Baton Rouge area. We are Microsoft Partner Network Silver Certified for Learning Solutions, a prestigious designation which represents a consistently high level of competence and expertise with Microsoft technologies.

LANtec offers a competitive base salary plus commission, auto allowance, generous benefits including insurance, paid vacation and retirement, and a fun fast-paced work environment in an ever-expanding I.T. industry. We are a stable established local company with an excellent reputation in the marketplace with minimal completion.

Successful candidates will demonstrate strong work ethic, ability to work independently to achieve set-objectives, self-starter mentality, and resilience. Existing business connections within local area are extremely beneficial.

Essential Duties and Responsibilities include but are not limited to the following:

- Contact current and prospective clients via cold calls, emails and appointments, on a timely basis to uncover opportunities and advance the sales process.
- Master product knowledge and stay abreast of industry trends and demands by learning new product and improving sales skills through both online and face-to-face training.
- Promote LANtec services through client presentations and tours and successful marketing efforts.
- Collaborate with learning center staff to provide the necessary service required for ongoing customer satisfaction.
- Prepare and deliver written presentations, proposals and price quotations.
- Use computer software tools to track client contact information, communicate with potential clients, and perform other sales-related functions.

Required Education and/or Experience:

- Bachelor's degree from four-year College or university or 5 years equivalent Sales experience
- 3+ years successful direct sales experience. Exp. in technology or training a plus
- Demonstrated ability to build and maintain a strong sales pipeline
- Experience within a quota driven sales environment
- Ability to sell in a team environment
- Reliable transportation, valid driver's license
- Excellent oral and written communication skills

Other Requirements Include:

- Proficiency in Microsoft Office; emphasis on Outlook
- Proficiency in CRM tool, ACT! Experience preferred
- Successful completion and passing of all pre-employment checks and applicable aptitude and proficiency tests

LANtec of LA is EOE AA M/F/Vet/Disability.