



ACCOUNT EXECUTIVE – LAFAYETTE

Looking for a Hunter! LANTEC Corporate Training Center is seeking applicants with the proven ability to pursue and close new business aggressively, expand our footprint and produce new revenue as an Account Executive. Qualified applicants must be self-motivated and possess the drive to produce results, have strong organizational and communication skills, prospect daily and have a working knowledge of MS Office. LANTEC provides computer training and Professional Development Training to corporate and governmental clients. 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.

Ideal candidates are professionals with B2B sales experience, strong work ethic, resilience and a self-starter mentality. Existing business connections within the local area are extremely beneficial. LANTEC offers a 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 IT industry. We are a stable established local company with an excellent reputation in the marketplace with minimal competition.

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 a 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 offers a competitive salary (DOE) and generous benefits including health/dental/vision/life insurance, paid holidays and vacation as well as a retirement plan with employer match.

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

To apply online, please visit our Careers Page
<http://www.lantecctc.com/contacts/careers> OR send a resume/cover letter for immediate consideration to Cbyrd@lantecctc.com