

Account Executive - US

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Company: Zones

Location: Islamabad

Category: other-general

Description

Position at Zones LLC. Company Overview:

When it comes to IT solution providers, there are a lot of choices. But when it comes to providers with innovative and differentiating end-to-end service offerings, there's really only one: Zones – First Choice for IT.TM

Zones is a Global Solution Provider of end-to-end IT solutions with an unmatched supply chain. Positioned to be the IT partner you need, Zones, a Minority Business Enterprise (MBE) in business for over 35 years, specializes in Digital Workplace, Cloud & Data Center, Networking, Security, and Managed/Professional/Staffing services. Operating in more than 120 countries, leveraging a robust portfolio, and utilizing the highest certification levels from key partners, including Microsoft, Apple, Cisco, Lenovo, Adobe, and more, Zones has mastered the science of building digital infrastructures that change the way business does business ensuring whatever they need, they can Consider IT Done. Follow Zones, LLC on Twitter @Zones, and LinkedIn and Facebook.

Position Overview:

Exciting times! We are currently expanding our Health Sector sales team and looking for key talent that will be responsible for selling products and/or services to a wide variety of businesses in the sector! As a Health Sector Account Executive, you will collaborate with multiple internal teams, such as Marketing, Proposal Development, Product, Delivery and more to ensure customer satisfaction and retention goals are met.

You will receive comprehensive training on essential topics such as procurement processes

and regulations and learn best practices of the Market/Industry. You will also gain the ability to understand the needs and challenges of customers to propose solutions that meet needed requirements on time and on budget. You will learn skills in CRM, Adobe Acrobat and added depth with creating, editing and reviewing PDF's and additional Software tools.

What you'll do as the Healthcare Account Executive:

The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Identify and qualify new sales opportunities in the Health sector market through cold calling, emailing, networking, and referrals.

Actively prospect new potential accounts and develop established clients through outbound calling using Zones' proprietary sales methodology.

Position Zones' Line of Business Solutions as a strategic advantage to our customer's long-term success.

Maintain Zones vision, values, and "Five Star" culture for success.

Develop and maintain relationships with key decision-makers and influencers in the Healthsector, such as procurement officers, IT managers, and directors.

Manage and grow your business acumen and continue your success as you bring on additional business to meet your activity, revenue and margin targets.

Prepare and deliver sales presentations, proposals, and contracts that demonstrate the value and benefits of the products or services.

Negotiate sales terms and conditions and close deals in a timely and professional manner.

Use your sales acumen to anticipate and overcome customer objections to close sales.

Track and report sales activities, pipeline, and revenue using sales reports.

Read about different contracts in the healthcare sector such as GPO, Vizient, OCHIN.

What you will bring to the team:

Bachelor's degree in business, computer science, management, or related field.

Experience in B2B Sales.

Excellent communication, presentation, and negotiation skills in English.

Ability to work independently and as part of a team.

An intensive knowledge of all the latest IT-related products, both software and hardware.

Proficiency in Microsoft Office, CRM tools, and web conferencing platforms.

At Zones, we are committed to fostering an inclusive and diverse workplace. We provide comprehensive benefits to support our employees, including health insurance coverage for parents, spouse, and children, life insurance, pension fund scheme, EOBI, and on the house free quality food, gym, and much more. We embrace equal employment opportunity, free from discrimination based on various characteristics, and offer an exciting career immersed in an inventive, collaborative culture.

If you are enthusiastic about working on the cutting edge of IT innovation, sales, engineering, and operations, Zones is the perfect opportunity for you.

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