
IT Sales Executive Resume

Job Objective

Educated and qualified IT Sales Executive seeks position in a rising company where I can grow and become an asset.

Highlights of Qualifications:

- Huge experience in IT industry sales experience
 - In-depth knowledge of technical recruitment, selling partner solutions and customized software development projects
 - Broad knowledge of IT Sales and relationship management processes
 - Excellent communication and organizational skills
 - Strong leadership skills
 - Ability to negotiate through a complex account process
 - Ability to understand the technical requirements make initial calls to set up appointments
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Professional Experience:

IT Sales Executive
Cyma Systems Inc, San Diego, CA
August 2007 – Present

- Researched and identified new opportunities and generated successful sales leads.
- Negotiated price and contract terms and prepared sales contracts.
- Managed customer relationship and handled customer issues.
- Maintained and updated customer database for use in forecasting.
- Recommended and enforced suggestions and ideas to refine service offerings for specific market segment.

IT Sales Executive
Sentinel Technologies Inc., San Diego, CA
May 2004- July 2007

- Analyzed and anticipated client requirements and promoted company solution services.
 - Prepared sales plans and campaigns, business plans, and product development plans.
 - Investigated new applications and improvements to products.
 - Developed sales forecasts and strategies.
 - Identified new business opportunities and promoted company's services and solutions to candidates and clients.
 - Managed company Client base and Consultants.
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Education:

Bachelor's Degree in Marketing
San Diego City College, San Diego, CA

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