



JOB DESCRIPTION

Position Title: Senior Account Executive / MD
Reports To: VP of Sales

Job Status: Permanent, Full-time

Position Summary

The Senior Account Executive / Managing Director is responsible for leading the business conversations and working with business owners and IT leaders within a specific vertical. Working alongside the MIS3 Inc. team providing new and emerging next generation technology and business solutions focused on technology Infrastructure, Cyber Security and IT Operations. The incumbent is responsible for building relations with both business and IT leaders and understanding the core business objectives, their departments, divisions and maintain the overall relationship between MIS3 Inc. with that organization.

The Managing Director is an expert in the specific vertical assigned and matters related to business operations, strategies, revenue models, competition, and possesses an excellent skill in identifying the cause of problems and presenting solutions in a comprehensive and detailed manner.

Duties and Responsibilities

Under the supervision of the Founder and CEO, the duties and responsibilities of the Managing Director include, but are not limited to, the following:

- Establish new relationships and leverage existing rolodex of clients and or colleagues to begin generating awareness and education around the brand and the MIS3 Inc. message;
- Meet with C-Level Business and IT Executives, Directors, Managers or appropriate staff to understand their business and technology requirements;
- Use interviews, surveys etc. to collect necessary data;
- Conduct situational and data analysis to identify and understand a problem or issue;
- Present and explain findings to appropriate executives;
- Provide advice or suggestions for improvement according to objectives;
- Formulate plans to implement recommendations and overcome objections;
- Arrange for or provide training to people affected by change;
- Evaluate the situation periodically and make adjustments when needed; and
- Replenish knowledge of industry, products and field.
- Architect technology solutions with relevant software and hardware manufacturers.
- Collaborate with technology and alliance partners daily to drive new pipeline and work to complete new and existing projects.



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- Complete necessary statement of works for all professional services being lead by the Principal Consultant.
- Be the technical thought leader in his / her accounts driving the message of Business Transformation through IT Modernization.
- Provide weekly, monthly and quarterly updates on business achievements, project status and overall health of the accounts and territory being managed and developed.
- Sell new and emerging next generation technologies and their business value to assigned clients to help them achieve their business objectives.
- Meet and exceed revenue targets to build a great life for you and your family first, the organization second.

Other

- Other duties as assigned.

Minimum Requirements

- Proven experience working inside assigned vertical(s) for minimum 10 years.
- Post-Secondary education BSc/BA in business is preferred or relevant discipline and experience;
- Over 5 years of experience either working directly or indirectly in IT projects;
- Further qualifications in a specialized field will be considered an asset;
- Certification in consulting or field of expertise is an advantage such as recognized certifications in any or all of the following technologies (Nutanix, Rubrik, Cloudian, f5, Imperva, Varonis, SecurityScorecard, Iguazio, Hashicorp, Virtual Instruments, Netskope and Crowdstrike);
- Thorough knowledge of 3 tier architecture, hyper converged concepts and cloud based platforms (private, public and hybrid);
- Knowledge of big data and data analytics;
- Knowledge of business software and IT systems;
- Ability to develop detailed proposals and plans;
- Excellent organizational and coordination skills;
- Analytical and creative; and
- A great listener with ability to communicate with people of diverse disciplines.



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Key Relationships

This position interfaces with internal and external contacts:

- Internal: *CEO, Managing Directors, Principal Consultants, Marketing*
- External: *CIO, CISO, VP of IT and Directors*
- *Technology & Alliance Partners*

Working Conditions

- Work normal business hours but may be required to do some work in the evenings or outside normal working hours;
- Able to work on a computer for long periods of time;
- Required to work in a busy, open area office which may result in constant interruptions;
- Required to spend long hours concentrating which will require attention to detail and high levels of accuracy; and
- Required to meet a number of deadlines which may cause stress.
- Work from home office with minimal supervision