



<https://insourcenow.com/job/service-now-project-manager-2/>

ServiceNow Account Executive

Description

InSource, an Elite Sales / Services Partner for ServiceNow is growing and has an immediate opening for a motivated sales professional with 1-2 years of ServiceNow experience in a sales or presales role. The successful Client Director will be consultative, solve client problems, and sell implementation services and licensing for ServiceNow's platform.

There is flexibility in the location of the Region/Territory across the US as we are looking to expand our Territory coverage and are seeking the best candidate available. You will be responsible for InSource's existing client base in your territory and are expected to expand the client base for the given territory.

Responsibilities

- Prospecting/Lead Generation
- Prospect and close new clients
- Qualify new prospects uncovered through own activities
- Work with clients to identify needs and the best solutions to address those needs
- Create and present solution presentations and proposals to meet client needs for projects and services
- Close proposals to meet quarterly and annual quota objectives
- Conduct a smooth hand-off of new projects to the technical team
- Collaborate with a technical engineer to determine the best solution options to present to the customer
- Keep all sales activities in the CRM system (Salesforce)

Qualifications

- 5-years of outside solution/enterprise software sales experience with responsibility for prospecting through closing
- 1-2 years selling ServiceNow
- Proven success in meeting individual quotas and objectives
- Excellent verbal, written and listening communication skills
- Experience managing clients in a CRM system
- Professional attitude and appearance
- Prospecting, networking, email, and social prospecting
- Partner with ServiceNow Account Executives to help drive new business
- Ability to work with customers to identify long and short-term needs
- Ability to work with a broad range of solution options (services and products) to prepare proposals for clients
- Professional presentation skills including PowerPoint presentations
- Good time management and organizational skills
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Job Benefits

InSource offers full medical, dental, and vision benefits, as well as an array of optional benefits, 401k matching, PTO, travel opportunities, flexible remote and

Hiring organization

InSource, Inc.

Employment Type

Full-time

Job Location

Remote work possible

Date posted

February 17, 2023

onsite officing, and other perks. We want to attract and retain quality talent to become a member of the team contributing not only to InSource's success but more importantly, to our customer's success.