



<https://damaninc.com/careers/public-sector-sled-account-executive-texas/>

Public Sector (SLED) Account Executive – Texas

Employment Type

Full-time

Date posted

April 26, 2022

Description

Daman Consulting, Inc. is a leading provider of services in the data analytics and data management space – the fastest growing tech industry segment. Daman is headquartered in Austin, Texas. From its incorporation in 1995, Daman has been geared toward delivering technically complex, enterprise-scale data management solutions to the Fortune 1000 and large, public institutions.

Daman is seeking a **Public Sector (SLED) Account Executive** to join our team in **Austin, TX**.

We are looking for an entrepreneurial -minded individual who will be responsible for opportunity identification, nurturing existing relationships and building new relationships with our Texas SLED customers.

- Build an understanding of customers' current and upcoming projects and work with our practice leads to align them with solutions and services offered by Daman.
- Develop knowledge of public institution buying cycles, procurement processes and develop sales execution strategy.
- Work with our practice leads to execute co-selling and partnering opportunities with key vendors in the Data Management space (AWS, Microsoft Azure, Snowflake, Salesforce)
- Own a named account list and develop plans for winning and expanding business opportunities within the accounts
- Maintain a high level of face to face meeting activity with customers, prospects and partners on a weekly basis
- Negotiate and close deals following the company's practices and processes. Negotiate and close deals following the company's practices and processes

Required Skills

- 7-10 years of high-tech business development experience at a Consulting organization
- 5+ years of consultative selling experience to IT and Business Leaders (Director and above). This person will need to influence decision making and build strong relationships with leaders across all levels of prospect organizations
- Highly experienced working with various SLED contracts and contracting vehicles
- Experienced in the managing and leading RFI's, RFP's, Multi Bid Responses
- Bachelor's degree preferred, or equivalent experience
- 10+ year selling services in the SLED space (Texas)
- Ability to drive the process independently and adapt to a dynamic selling environment
- A high degree of honesty, integrity and sound judgment