



950 Michigan Ave., Columbus OH 43215

## Job posting for Business Development Account Executive

At Integrated Building Systems, *we make buildings smarter!*

We plan, design, and install the right technology so teams can do their best work now and into the future. Learn more about our Columbus-based firm online at [www.IBSwebsite.com](http://www.IBSwebsite.com).

### About the Role

We're seeking an experienced Account Executive who is skilled in consultative sales and driven by a "hunter" mindset to join our Business Development Team. This role is responsible for building relationships, expanding the company's current client base, and achieving sales goals.

With every position, we look for teammates who share our core values: Can-Do-IT Attitude, Desire to Own IT, and Pride in Doing IT Right!

If this role is perfect for you, **here's how to apply:** Send a cover letter and resume to [info@IBSwebsite.com](mailto:info@IBSwebsite.com) or 950 Michigan Ave., Columbus OH 43215.

**Resumes sent without a cover letter will not be considered.**

### Responsibilities of an Account Executive:

- Build relationships with business owners, decision makers, and influencers.
- Identify, pursue, and close qualified opportunities.
- Maintain a comprehensive record of opportunities in the company's CRM to generate accurate sales forecasts.
- Exhibit a consultative sales approach to determine a client's needs.
- Create quotes and proposals in conjunction with sales engineering and marketing. Write Scope of Work section utilizing complete and accurate notes to match the client's expectations.
- Work with the Operations Team to ensure a smooth transition from sales to installation.
- Maintain contact with client throughout installation to identify and solve any potential issues.
- Coordinate project review meetings and gather feedback.
- Serve as an account manager for assigned customers.

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### Qualifications:

- Enjoys pursuing new business opportunities, meeting new people, and building connections.
- Understands a consultative sales approach.
- Excellent attention to detail and organizational skills.
- Demonstrates success in managing a long sales cycle. *For typical projects, our sales cycle can take 3 months to 2 years.*
- Follows a sales process thoroughly and confidently, including phone calls and legwork.
- Handles rejection professionally.
- Demonstrates excellent interpersonal and written communication skills.
- Has a background in technology integration or a related field, such as architecture, facility management, construction, interior design, or office furniture.
- Has at least 5-7 years of consultative sales experience.
- Has experience managing contacts and opportunities through a CRM (ComputerEase is a plus)
- Travels within Central Ohio as needed.
- Has earned a college degree or achieved comparable work experience.

### Corporate support:

Integrated Building Systems supports its team members with great benefits:

- A clear mission, goals, and accountability fueled by the Entrepreneurial Operating System (EOS).
- Commitment to your success, including training and professional development.
- Full-time employment and competitive pay, including base pay plus commission for sales positions.
- Comprehensive benefits, including health, dental, and vision insurance; paid vacation; paid holidays; and 401K with employer-matched contributions.

### Our Work Culture:

At Integrated Building Systems, we work as a team to best serve our clients and make their buildings smarter. For us, “IT” does not just stand for Information Technology, but IT is who we are and how we react during good times and when the going gets tough. When hiring new team members, we look for people who embody our core values:

**Can-do-IT Attitude**—*We react positively to events and are excited for the next challenge. We strive to live up to our full potential, achieve outstanding results, and earn raving fans.*

**Desire to Own IT**—*We do our homework and figure IT out, leveraging our team’s expertise to work through challenges and find a way forward.*

**Proud to do IT Right**—*We act like our name is on IT and our company reputation is on the line. We strive to perform excellent work and get IT right the first time.*

Integrated Building Systems is an Equal Opportunity Employer and Drug-Free Workplace. *No third-party solicitations.*