

At NTT DATA, we know that with the right people on board, anything is possible. The quality, integrity, and commitment of our employees have been key factors in our company's growth and market presence. By hiring the best people and helping them grow both professionally and personally, we ensure a bright future for NTT DATA and for the people who work here.

A group company within NTT DATA currently seeks a **Senior Sales Executive** to join our team in **Albany, NY**.

NTT DATA is seeking a Sales Executive requiring 7+ years of experience in sales, including 7+ or more years of business development experience in Information Technology Solution/Professional Service Sales focused on State and Local government. Primary role is generating, qualifying, and closing new business for the company.

Essential Duties and Responsibilities:

- Work with the Business Development Management and Delivery groups to develop a Target Account Strategy.
- Lead personal network based sales pursuits in identified vertical territory.
- Direct pursuit and proposal delivery teams.
- Establish effective communications with appropriate executives, managers, and clients to understand their needs and deliver effective proposals (in conjunction with Delivery groups).
- Research new organizations, new contacts, and build a database of net new contacts.
- Work closely with Delivery groups and Marketing to support go-to-market plans and demand generation activities for vertical area.
- Align with NTT DATA's Oracle/PeopleSoft software partner channel and work the channel (e.g. joint target account planning and marketing) to demonstrate win-win results.
- Contribute to NTT DATA's knowledgebase of presentations, proposals, etc. and share sales tools that are re-usable for others.
- Update Salesforce and provide status reports to ensure current visibility of activities, highlighting areas requiring practice area support and resource needs to meet sales objectives.
- Ensure achievement of strategic revenue objectives for assigned vertical segment.
- Focuses on selling services solutions across geographies, segments and / or industries.
- Anticipates how market and competitive factors will influence the selling of NTT DATA services.
- Executes goals and strategies within sales area.
- Structures and implements sales plans within the context of established strategy.
- Initiates new or revised sales procedures, programs and initiatives.
- Sells to larger and national size accounts that may include global operations.
- Typical contact at senior IT management level and may have limited exposure to CIO and CTO level decision makers.

Job Level Specific Duties:

- Recognized as an expert in one or more service solutions or industries.
- Sells primarily complex managed services, full IT Outsourcing solutions, application services and industry vertical solutions.
- Recognized as a thought leader on the industry, the NTT DATA business model and competitors.
- Requires strategic agility to interface and successfully influence multiple C-level executives within the customer organization.
- Sponsors and institutionalizes new and innovative ways of working in teams to meet customer needs/sales objectives.
- Guided by brand and NTT DATA overall sales strategies.
- Models organizational and industry standards in achievement of sales goals.
- Sells to large national and global accounts.
- Typical contact at CEO, CIO and CTO level decision makers.

Typical Years of Experience:

- 7-10 years of IT Outsourcing experience selling to S&L governments.
- 7-10 years with Alliances/Channels
- 7-10 years consultative manner to identify and address client issues

- 7-10 years C-Level selling and relationship building experience

Minimum Education and Certifications:

- Undergraduate degree or equivalent combination of education and work experience.
- Graduate degree preferred.

Skills:

- Advanced industry and service solution knowledge.
- Advanced understanding of customer's decision making process, goals, objectives and strategies.
- Advanced business and financial acumen.
- Advanced ability to assess potential sales opportunities and develop value propositions.
- Advanced presentation and negotiation skills.

This is a full-time salaried position with a group company within NTT DATA. Please note, 1099 or corp-2-corp contractors will NOT be considered. This position is only available to those interested in direct staff employment opportunities. We offer a full comprehensive benefits package that starts from your first day of employment.

Please submit resumes to krista.hoffstaedter@nttdata.com

About NTT DATA

NTT DATA is your Innovation Partner anywhere around the world. With business operations in more than 35 countries, we put emphasis on long-term commitment and combine global reach and local intimacy to provide premier professional services from consulting, system development, business process and IT outsourcing to cloud-based solutions.

Visit www.nttdata.com/americas to learn how our consultants, projects, managed services, and outsourcing engagements deliver value for a range of businesses and government agencies.

The Company is an equal opportunity employer and makes employment decisions on the basis of merit and business needs. The Company will consider all qualified applicants for employment without regard to race, color, religious creed, citizenship, national origin, ancestry, age, sex, sexual orientation, genetic information, physical or mental disability, veteran or marital status, or any other class protected by law. To comply with applicable laws ensuring equal employment opportunities to qualified individuals with a disability, the Company will make reasonable accommodations for the known physical or mental limitations of an otherwise qualified individual with a disability who is an applicant or an employee unless undue hardship to the Company would result.