



Position Title:	Senior Sales Executive - IT Sales
Department:	Outside Sales
Date:	2025
Location:	Remote

About CompQsoft

Founded in 1997, CompQsoft operates as a Microsoft Solutions partner with over two decades of experience, specializing in providing IT services and systems integration solutions. Catering to both commercial and government clients, the company is dedicated to helping clients achieve their technical and organizational objectives.

At **CompQsoft Digital**, we diverge from the conventional approach of establishing strategies and goals before identifying the necessary technologies. Instead, we collaborate with our clients to expedite the realization of value through digital innovation, emphasizing creativity and agility. Our approach involves thinking ambitiously, delivering personalized solutions, and assisting clients in gaining a competitive edge through innovative solutions.

Our expertise spans a range of Microsoft technologies, including Azure, Dynamics 365 Business Central, Finance and Operations, Data and Analytics, Power-BI Fabric, Microsoft 365, Enterprise Collaboration Services, Power Platform, PowerApps, Security, Application & Infrastructure modernization, Internet of Things, Generative AI, Data Science, Data Governance, Responsible AI, and Cloud optimization.

Role Summary:

Position Purpose

CompQsoft is seeking dynamic and self-motivated Senior Sales Executive with a specialization in Microsoft technologies. In this role, you will be responsible for identifying and pursuing new

business opportunities, managing the sales process from lead generation to closure. Your contribution will be integral to the success of CompQsoft's sales team and the overall growth of the organization.

Key Responsibilities:

- Lead and close medium to large enterprise services pursuits using solution selling techniques to position Azure, Dynamics 365 Business Central, Finance and Operations, Data and Analytics, Enterprise Collaboration Services, Power Platform, Internet of Things, Generative AI & Data Science programs.
- Develop and execute defined account and opportunity plans, managing the sales cycle from lead capture to closure.
- Conduct introductory meetings with potential customers, highlighting CompQsoft's value proposition.
- Proactively drive business through lead follow-ups, and networking.
- Qualify sales opportunities to optimize time and resources.
- Collaborate with Marketing and Inside Sales teams on lead generation campaigns and target marketing.
- Coordinate resources throughout the sales cycle, including product support and pre-sales.
- Provide regular reporting of pipeline and forecast through the CompQsoft CRM system.
- Travel to customer locations throughout the country in support of sales efforts.
- Facilitate Pre-Sales & Delivery team to present delivery successes in a strong and positive way and grow the account.

Ideal Candidate:

- 8+ years of full-cycle IT service sales experience, with proven success working for or selling into small, medium and large accounts.
- 4+ years of experience in selling strategic Microsoft technology business applications and solutions, including Microsoft Azure, Business Intelligence & Analytics, and D365 CE, Customer Service & Business Central and Finance & operations solutions is desirable, or other competing solutions to be considered.
- Previous consulting, business analyst, implementation, or product support experience, specifically related to Microsoft technologies preferred.
- Established client base within the Microsoft space is advantageous.
- Strong ability to navigate difficult conversations and drive effective solutions to business problems.
- Experience with third-party vendors and contract negotiation processes.
- Degree in Business, Computer Science, or related discipline preferred, or equivalent work experience.
- Excellent oral and written communication skills, including contract and proposal writing.
- Proficiency with Microsoft Office products and sales productivity tools like Microsoft Dynamics 365 CRM and HubSpot is preferred.
- Ability to thrive in a dynamic, entrepreneurial environment and collaborate with both US-based and global team members.

Desired Requirements:

- Sales Acumen: Ability to meet and exceed targets. Strong understanding of the sales process and ability to navigate complex sales cycles.
- Industry Knowledge: Stay informed about industry trends and competitors.
- Relationship Building: Exceptional interpersonal skills with the ability to build and maintain strong client relationships.
- Analytical Skills: Data-driven mindset with the ability to analyze sales performance metrics.
- Strategic Thinking: Develop and execute strategic account plans.
- Communication Skills: Excellent verbal and written communication skills. Ability to articulate complex ideas clearly and persuasively.
- Negotiation Skills: Strong negotiation skills to close deals that are mutually beneficial. Ability to handle objections and resolve conflicts.
- Problem-Solving: Identify client challenges and propose effective solutions. Collaborate with internal teams to address client needs.

WHY CUSTOMERS CHOOSE COMPQSOFT

- 28 years of experience in delivering complex IT Services & Solutions
- Microsoft Partnership heritage
- Thought Leadership - Excellent customer references.
- Execution Focus - High quality while being very cost effective with blended mode.

CompQsoft is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, and veteran or disability status.

Work Environment

While performing the duties of this job, the employee will work primarily in an office environment. The noise level in the work environment is usually moderate.

Physical Demands

While performing the duties of this job, the employee may be prone to sitting for lengthy periods of time. The employee is regularly required to talk or hear. The employee is frequently required to stand, walk, sit; use hands to finger, handle, or feel; and reach with hands and arms. Specific vision abilities required by the job include close vision. Lifting requirements may be required to lift and/or move up to 20 lbs.

Employee is required to travel to business and customer locations, locally and/or nationally up to 20-30%.

The Company reserves the right to revise or change job duties and responsibilities as the need arises. This job description does not constitute a written or implied contract of employment.

COMPQSOFT IS AN EQUAL OPPORTUNITY EMPLOYER.