



Application Development Practice Manager

Arraya Solutions, a leading Mid-Atlantic IT integrator, reseller and managed services provider located minutes outside of Philadelphia is hiring an Application Development Practice Manager. The position will be responsible for creating an application development selling methodology, prospecting new business, management of the sales process and gathering customer requirements in order to develop customer based business solutions. A background in application development is a requirement, either as an engineer or as a project manager. Qualified candidates must have a proven track record of success selling IT solutions in a project-based environment as well as the proven ability to build trusted partner relationships with clients that lead to the opportunity to "close the deal." Position reports directly to the CEO.

Duties & Responsibilities:

- Responsible for the sale of companies' services to new and existing clients
- Sell directly to customers and maintain visibility in complex selling situations
- Make and develop contacts within existing and potential clients
- Participate in the preparation of sales campaigns, business plans, and product development plans that are in line with company objectives.
- Maintain technical proficiency and consult with prospective clients
- Stay informed about new services, technologies, and other information that may be of interest to clients
- Provide market intelligence to the sales management staff and participate in the development of sales forecasts and strategies
- Participate in public speaking engagements: seminars, trade shows, press events
- Work closely with vendors and have a firm grasp of the following technologies (do not have to have them all): SharePoint , C# , .NET , ASP.NET , Silverlight , Flash

Requirements:

- Minimum 5 years of experience within the IT (Technology) sales field
- Proven experience of successful lead generation and new account development; a hunter
- Proven experience successfully building pipeline and growing a business
- Must have the ability to analyze existing and anticipated client requirements and promote consideration of companies' solution services to meet the client's requirements
- A proven track record of achieving an agreed upon quota that is in line with hitting revenue and profit targets
- Ensure that quotas are consistently met while also maintaining high levels of new account acquisition
- Ability to represent and promote company services at trade events and meetings

If you want to work in an exciting, fast-paced environment with an opportunity for learning and development, please reach out to us today! Please send resume and cover letter to hr@arrayasolutions.com.