



Matrix Networks  
4243 SE International Way Suite C  
(503) 654-3000  
[www.MatrixNetworks.com](http://www.MatrixNetworks.com)

## **Account Executive – Major Accounts, Outside Sales**

Type: Full Time | Salary + Commissions

Matrix Networks is actively seeking the perfect candidate(s) to join our elite sales team. The ideal candidate will have a deep understanding of the nuances associated with B2B sales, be an excellent negotiator and problem solver, and be comfortable navigating complex sales cycles with a variety of solutions. We have a great culture here at Matrix, one built on mutual success, teamwork, and respect – listed below are other responsibilities and characteristics to expect from this position

### **Responsibilities:**

- Hunt. Account Executives of Matrix are primarily focused on driving net new client acquisition
- Follow sales process of Matrix Networks but also incorporate creative ways to close business and drive new lead generation
- Prepare proposals, secure resources, present to clients, ask for business – close deals!
- Manage vendor relationships to help close business and drive opportunity
- Develop and maintain an active sales pipeline leveraging Hubspot Marketing and ConnectWise CRM
- Continued growth of knowledge base related to sales tactics, information technology, and relationship management

### **Desired Skill Set and Best Personality Fit:**

- A strong work ethic with the drive to grow as a professional
- A passion for technology – helping businesses be better with innovative solutions
- Strong written/verbal skills with experience using Microsoft Office
- A commitment to excellence and a desire to achieve more in life

### **Being an Employee of Matrix**

- Competitive wage and commission compensation
- Full benefits (health, dental, vision, etc.)
- Matching 401K and PTO accrual
- President's Club and Bonus Program
- Work hard - play hard!

If a healthy work-life-balance in a growing and rewarding industry and an office filled with likeminded professionals who have your best interest in mind sounds like a place you'd like to call home, we'd love to hear from you. Additional questions can be directed to [info@mtrx.com](mailto:info@mtrx.com) – Cheers!