



Title	Regional Vice President of Sales
Business	Client Acquisition
Reports to	Vice President of Sales

Advocate is a consultancy of IT advisors and data scientists dedicated to helping companies optimize their technology infrastructure. Utilizing marketplace intelligence, decision analytics and acceleration capabilities, Advocate partners with its clients in innovative ways to save money, improve performance and deliver crucial insight to help them make the best possible decisions related to their cloud and network technology. That's why we work, Smarter. Together.

The **Regional Vice President of Sales** is responsible for identifying and closing new business within the greater Atlanta territory that results in an increase in our overall business within the Consulting, Managed Services, and Brokerage practices. The role includes the development of a partner ecosystem that provides referrals and lead generation activities. The goal is to cultivate new clients for new projects and build the brand and visibility of Advocate in the region. The typical buyers of our services in the enterprise include CIO's, technology executives, and others in the finance and procurement organizations. Our ideal target markets include public and private enterprises with \$1-\$15B in revenue and 3k+ employees.

RESPONSIBILITIES

Own and drive the entire sales process including territory planning, lead generation, opportunity creation, and deal closing

- Achieve revenue and market growth objectives for consulting, managed services, and brokerage practices
- Identify new clients and opportunities to propose and sell services
- Develop and execute strategic account plans to maximize revenue generation
- Recruit and manage strategic sales partners for the company that can generate more opportunities and revenue
- Lead general business development activities in the regional marketplace and attend key events and networking to promote Advocate
- Participate in service offering development and general marketing of Advocate
- Maintain current knowledge of the Advocate services and value proposition and the market and competitor landscape
- Represent Advocate in the market with integrity and our core values
- Provide accurate and timely sales process and forecasting information to management via Salesforce.com, email, phone, etc. as appropriate



QUALIFICATIONS

- Four-year college degree
- 3+ years of successful selling experience in a technical consulting and/or services environment with IT, finance, and procurement executives as the key contacts
- Prior experience selling strategic sourcing, IT consulting, enterprise telecom services, TEM and/or telephony platforms is preferred
- An extensive set of contacts at major enterprises in the region that can be leveraged to the benefit of Advocate
- Broad knowledge of telecommunications services technologies, providers, and pricing structures
- Broad knowledge of cloud, data centers, hosting services, and IP telephony platforms including the related assessment, planning, and procurement processes
- Excellent skills with the Microsoft Outlook and the Office application suite (MS Word, Excel, PowerPoint)
- A record of successful professional activity that demonstrates independence, self-discipline, and integrity
- Must provide Proof of Right to Work in the United States on the I9 Form

OPPORTUNITIES

- Join a company named to the **Inc. 5000** list of Fastest Growing Companies for **eleven consecutive years**
- Named one of the Top 100 Workplaces by The Atlanta Journal-Constitution
- Work daily with Fortune 500 Clients
- Opportunity for rapid career advancement
- Client facing position with the opportunity to make a direct impact

REWARDS AND BENEFITS

- Competitive base pay
- Incentive bonus plan
- 3 weeks paid time off
- 2 paid days off for community service
- Comprehensive benefits package
- Medical/dental/vision benefits
- Company matched 401(k) with immediate vesting
- Flexible work arrangement to support a good work-life balance
- Professional development with a long-term career path
- Continuing education and training reimbursement
- Paid employee referral program
- Conveniently located near I-285, GA-400 and I-85; free parking