

VP of Enterprise Accounts

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Company: The Judge Group

Location: New York

Category: other-general

Vice President, Enterprise Accounts

The Judge Group, ranked the 12th largest IT staffing firm in the United States, is seeking a **Vice President, Enterprise Accounts** to hunt, break and build enterprise accounts. This is a strategic sales role focused on selling our portfolio of technology, talent and learning solutions across various industries including the financial, healthcare and life sciences sectors.

Primary Responsibilities:

and breaking national/enterprise accounts in the region.

strategic account strategies and solutions for our clients, as well as influencing account growth within our existing enterprise accounts on an international basis.

the entire portfolio of services across Judge, providing a coordinated communication, management, and delivery approach for national and international clients.

in concert with executive leadership and EVP, Sales in leading and facilitating regional Strategies and action plans for the Enterprise Accounts Program.

and expand existing strategic accounts through frequent communication and executive/senior level client visits and working with local teams to develop new opportunities.

potential business opportunities by leveraging existing successful client projects, networks, and initiatives.

efforts to develop national accounts into global accounts

Experience Requirements:

minimum of 7-10 years of professional services sales experience, hunting and developing strategic and enterprise accounts that will eventually yield 7-10MM in annual revenues.

account penetration, business presentation, and effective sales and marketing background

sales track record – Account Manager / Business Development

to negotiate and communicate complex concepts/business issues verbally and in writing to clients, consultants, and management.

to prioritize multiple responsibilities/projects and proven ability to develop business relationships.

high level of enthusiasm for building the business and the capacity to overcome obstacles.

Compensation:

down of average incomes by Judge Salespeople who were employed for the entire year of 2023:

of our Account Executives earned over \$250,000

of our Account Executives earned between \$150,000 and \$250,000

of our Account Executives earned between \$100,000 and \$150,000

of our Account Executives earned between \$75,000 and \$100,000

Who is Judge?

██████████, established in 1970, is an international professional services firm headquartered in the Greater Philadelphia area. Judge is a global leader in technology consulting, staffing solutions, corporate training, and human capital management. Our solutions are delivered through an annual workforce of 9,000 professionals and 30+ office locations across the United States, Canada, and India. Judge is committed to the success of our clients, consultants, and employees. By joining our team, you will be part of an established, growing, and innovative culture that makes developing employees' top priority.

What Judge will provide you?

██████████ with delivery centers in the US and India

- A well formulated career path with exceptional opportunity for growth
- Industry leading sales training program
- The opportunity to join one of the fastest growing and highly regarded staffing firms in the industry
- Fast paced, performance-based organization that publicly and financially rewards its employees for achieving a high level of success
- Ability to sell regionally and nationally
- 50+ years of successful business and streamlined processes based on industry leading best practices
- Hands-on executive management team dedicated to the overall success of the organization and its employees
- 9,000+ consultants internationally

Benefits:

██████████ive base salary, uncapped commission, and bonus with six figure earning potential

- Ability and incentives to cross sell technology, talent and learning solutions
- 401K match
- Generous client entertainment allowance
- Cell phone reimbursement and mileage reimbursement
- Annual incentive trips to exclusive vacation resorts
- Quarterly sales contests/incentives

The Judge Group

Katlin Hollyfield

Sr. TA Manager

Email: khollyfield@judge.com

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