



# ELECTRICAL SALES CORPORATION

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## Technical Solutions Account Executive

### Position Overview

Join ESC, a respected technology leader with a 75-year legacy of evolution and innovation. As we continue expanding our managed services offerings in response to client needs, we're seeking a Technical Solutions Account Executive to help drive the next phase of our growth.

This role offers the unique opportunity to shape our expanding managed services practice while leveraging our established brand, deep client relationships, and proven track record of technology excellence. You'll work directly with leadership to develop and execute strategies that build upon our successful foundation of voice, networking, and IT solutions.

### Why This Role Is Special

- Shape the growth of our comprehensive managed services offerings
- Build upon established, long-term client relationships
- Direct collaboration with leadership on strategic initiatives
- Collaborative technical team known for excellence and doing things right - every time
- Stable base + commission structure
- Company-contributed profit-sharing plan

### Key Responsibilities

#### Strategic Sales & Business Development

- Active prospecting through networking, referrals, and strategic partnerships
- Build and maintain strong professional networks in the business community
- Develop and execute strategic account plans to expand managed services adoption
- Build and maintain strong relationships across client organizations
- Create and deliver compelling presentations and proposals to prospects and clients

#### Technical Solutions Development

- Design comprehensive managed services solutions that align with clients' business objectives
- Collaborate with technical team to design and scope custom client solutions
- Stay current with technology trends and solutions to provide strategic guidance to clients
- Identify opportunities to help clients leverage technology for business growth.
- Work with leadership to evolve and enhance ESC's managed services offerings.

#### Account Management & Growth

- Ensure successful client onboarding and relationship development
- Partner with technical team to maintain high levels of client satisfaction
- Maintain detailed documentation of client requirements and solutions
- Act as a trusted technology advisor to help clients navigate their digital transformation

## The Ideal Candidate Will Have

- Track record of consistently exceeding sales targets in technology solutions
- Strong technical background with ability to develop and position complex solutions
- Experience selling managed services or similar technology solutions
- Consultative sales approach focused on long-term client success
- Proven ability to develop, grow and expand client relationships
- Valid driver's license and reliable transportation

### Preferred Skills & Experience

- Background in MSP, telecommunications, or IT solutions
- Familiarity with leading MSP platforms and security solutions, including ConnectWise
- Established network in the New Orleans/Gulf Coast business community
- Experience integrating multiple technology solutions for clients

## About ESC

Since 1949, ESC has been a cornerstone of innovation in the New Orleans business community. Starting with offshore paging systems, we built our reputation on reliable, cutting-edge telecommunications solutions for industries across the Gulf Coast. Our evolution has mirrored the advancement of technology - from complex business communications in the 1970s to Ethernet/fiber infrastructure in the 2000s and comprehensive IT solutions today.

What sets us apart is our unique ability to seamlessly integrate telecommunications and IT services, backed by three generations of family leadership and a team that averages 15 years with the company. Our mission remains constant: keeping our clients' businesses connected, secure, and productive through solutions that transform technology from complexity into a catalyst for growth.

Our success is built on four core values:

- Trust Through Honesty - We do what we say we will do
- Build Loyalty Through Commitment - We invest in long-term relationships
- Pride Through Excellence - We do it right, every time
- People-Centric Technology - We make technology work for people, not the other way around

Our collaborative culture sets us apart. We're a close-knit team that genuinely enjoys working together, supporting each other's success without drama or bureaucracy. We offer a flexible hybrid work environment that promotes work-life balance while maintaining our high standards of service excellence.

ESC is an equal-opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability status, protected veteran status, or any other characteristic protected by law. This position is based in the Greater New Orleans Area. Please send your resume to [employment@electricalsales.com](mailto:employment@electricalsales.com).