

## Sales Executive -- Healthcare/Public Sector (REMOTE)

[Apply Now](#)

Company: NTT DATA Services

Location: Edmonton

Category: other-general

### Req ID260719

NTT DATA Services strives to hire exceptional, innovative and passionate individuals who want to grow with us. If you want to be part of an inclusive, adaptable, and forward-thinking organization, apply now.

We are currently seeking a Sales Executive -- Healthcare/Public Sector (REMOTE) to join our team in Edmonton, Alberta (CA-AB), Canada (CA).

The ideal candidate NTT DATA is seeking has 12+ years of IT experience and strong relationships in the Canadian industry, particularly within the provincial government and authorities in Alberta and Western Canada. Additionally, they possess a deep understanding of Information Technology and Digital Transformation Solutions, and professional/managed services. An ideal candidate will have experience delivering tangible business results by combining deep industry expertise with applied innovations in digital, cloud, and automation across a comprehensive portfolio of consulting, applications, infrastructure, and business process services.

This is primarily a hunter-type role to navigate the complexities of the Canadian system to generate, qualify, and close new business with executive decision-makers.

### Additional Qualifications And Responsibilities

Sells primarily complex managed services, IT outsourcing solutions, application services, and industry vertical solutions to include things like regulatory compliance solutions, digital solutions, mobile solutions, transformational services, managed services, and application management/support

Leverages industry expertise in the complexities, challenges, and opportunities within the Canadian market and takes a consultative approach to solving client's challenges through NTT DATA's service offerings

Applies a deep understanding of business, financials, service offerings, the market, and the needs/challenges of assigned accounts

Understands and applies long-term vision of business/technology direction for NTT DATA

Drives services strategies that help drive exponential growth

Recognized as an expert in the professional services industry

Demonstrates ability & success at meeting and/or exceeding annual quotas of \$8 million-Revenue/\$16 million-TCV

Demonstrates experience selling to customer base at the provincial and regional levels

Recognized as a thought leader in the industry and understands the IT consulting market

Demonstrates strategic agility to interface and successfully influence multiple C-level executives within the customer organization

Focuses on selling services solutions across geographies, segments, and/or industries

Anticipates how market and competitive factors will influence the selling of NTT DATA services

Designs and implements strategy to achieve

Assesses potential opportunities and develops value propositions

Possesses excellent written and verbal communication skills and demonstrates boardroom executive presence

Ability and willingness to travel up to 40% of the time

### **Basic Qualifications:**

████████████████████  
Bachelor's degree

Minimum of 12 years experience in IT Services and/or professional services

Minimum of 5 years experience selling to clients in the Public Sector/Healthcare space

#LI-SGA

#INDSALES

#USSALESJOBS

### **About NTT DATA Services**

████████████████████ recognized leader in IT and business services, including cloud, data and applications, headquartered in Texas. As part of NTT DATA, a \$30 billion trusted global innovator with a combined global reach of over 80 countries, we help clients transform through business and technology consulting, industry and digital solutions, applications development and management, managed edge-to-cloud infrastructure services, BPO, systems integration and global data centers. We are committed to our clients' long-term success. Visit [nttdata.com](https://nttdata.com) or LinkedIn to learn more.

***NTT DATA Services is an equal opportunity employer and considers all applicants without regarding to race, color, religion, citizenship, national origin, ancestry, age, sex, sexual orientation, gender identity, genetic information, physical or mental disability, veteran or marital status, or any other characteristic protected by law. We are committed to creating a diverse and inclusive environment for all employees. If you need assistance or an accommodation due to a disability, please inform your recruiter so that we may connect you with the appropriate team.***

[Apply Now](#)

## Cross References and Citations:

1. Sales Executive -- Healthcare/Public Sector (REMOTE) Findengineeringjobs Jobs Edmonton Findengineeringjobs ↗
2. Sales Executive -- Healthcare/Public Sector (REMOTE) Denmarkjobs Jobs Edmonton Denmarkjobs ↗
3. Sales Executive -- Healthcare/Public Sector (REMOTE) FilmjobsJobs Edmonton Filmjobs ↗
4. Sales Executive -- Healthcare/Public Sector (REMOTE) Istanbuljobs Jobs Edmonton Istanbuljobs ↗
5. Sales Executive -- Healthcare/Public Sector (REMOTE) Technologyjobs Jobs Edmonton Technologyjobs ↗
6. Sales Executive -- Healthcare/Public Sector (REMOTE) Finlandjobs Jobs Edmonton Finlandjobs ↗
7. Sales Executive -- Healthcare/Public Sector (REMOTE) Newsjobs Jobs Edmonton Newsjobs ↗
8. Sales Executive -- Healthcare/Public Sector (REMOTE) Expertinireview Jobs Edmonton Expertinireview ↗
9. Sales Executive -- Healthcare/Public Sector (REMOTE) losjobs Jobs Edmonton losjobs ↗
10. Sales Executive -- Healthcare/Public Sector (REMOTE) Searchcanadajobs Jobs Edmonton Searchcanadajobs ↗
11. Sales Executive -- Healthcare/Public Sector (REMOTE) Trademethejobs Jobs Edmonton Trademethejobs ↗
12. Sales Executive -- Healthcare/Public Sector (REMOTE) Jobsinsaudiarabia Jobs Edmonton Jobsinsaudiarabia ↗
13. Sales Executive -- Healthcare/Public Sector (REMOTE) Omanjobs Jobs Edmonton Omanjobs ↗
14. Sales Executive -- Healthcare/Public Sector (REMOTE) Europejoblistings Jobs Edmonton Europejoblistings ↗
15. Sales Executive -- Healthcare/Public Sector (REMOTE) Hondurasjobs Jobs Edmonton Hondurasjobs ↗
16. Sales Executive -- Healthcare/Public Sector (REMOTE) Jobsinaustria Jobs Edmonton

**Jobsinaustria** ↗

**17. Sales Executive -- Healthcare/Public Sector (REMOTE)Productmanagementjobs**

**Jobs Edmonton Productmanagementjobs** ↗

**18. Sales Executive -- Healthcare/Public Sector (REMOTE)OfficerjobsJobs Edmonton**

**Officerjobs** ↗

**19. Sales executive -- healthcare/public sector (remote) Jobs Edmonton** ↗

**20. AMP Version of Sales executive -- healthcare/public sector (remote)** ↗

**21. Sales executive -- healthcare/public sector (remote) Edmonton Jobs** ↗

**22. Sales executive -- healthcare/public sector (remote) Jobs Edmonton** ↗

**23. Sales executive -- healthcare/public sector (remote) Job Search** ↗

**24. Sales executive -- healthcare/public sector (remote) Search** ↗

**25. Sales executive -- healthcare/public sector (remote) Find Jobs** ↗

Source:<https://ca.expertini.com/jobs/job/sales-executive-healthcare-public-sector-remote-edmonton-ntt-data-services-22b3830775/>

Generated on: 2024-04-27 by [Expertini.Com](https://www.expertini.com)