



Account Executive

Recovery Point Systems, Germantown, MD 20874

US Citizenship required

Background check required

About Us

Recovery Point Systems (RPS) is a recognized leader in business continuity, disaster recovery, and cyber resiliency solutions for enterprise and government clients nationwide. With accolades from Gartner®, Forrester®, and other top industry analysts, RPS is redefining recovery services by delivering innovative, scalable solutions across traditional and cloud-based platforms. Join a team that thrives on innovation, collaboration, and delivering exceptional client value.

Why Join Us?

- Competitive base salary with uncapped commission potential.
- Comprehensive benefits, including group medical/dental, life insurance, and 401K.
- Equity ownership opportunities based on performance.
- Collaborative, growth-driven culture with a commitment to professional development.

Job Description

We're seeking a driven sales professional with a strong track record in new logo acquisition, particularly in the IT services, recovery, and resiliency space. You thrive in fast-paced environments, embrace challenges, and are passionate about delivering client value.

As an Account Executive, you'll play a pivotal role in expanding our client base in the business continuity and disaster recovery space. Your mission: Drive new logo acquisition while delivering tailored solutions that address the critical needs of our customers.

Job Responsibilities:

- **Client Acquisition & Growth:**
 - Build and manage a robust pipeline of enterprise and governmental prospects.
 - Develop creative strategies to engage C-suite executives and decision-makers.
 - Guide prospective clients through the sales cycle, showcasing the unique value of RPS solutions.
- **Relationship Development:**
 - Cultivate long-term relationships with senior leaders and key stakeholders.
 - Represent RPS at conferences, seminars, and field events to enhance brand visibility and identify opportunities.
- **Solution Selling:**



- Collaborate with Sales Engineering to deliver customized proposals and value-based pricing models.
- Leverage deep industry knowledge to challenge assumptions and provide innovative, results-oriented solutions.
- **Performance Management:**
 - Utilize CRM tools (Salesforce, CPQ) to track sales activities and progress.
 - Consistently achieve or exceed new logo bookings and revenue targets.

Required Skills

- Strong presentation, proposal development, and negotiation skills.
- Exceptional organizational and multitasking abilities, with acute attention to detail.
- Willingness to travel to meet clients and attend industry events.
- Proven ability to navigate complex sales cycles and close deals with enterprise clients.

Education/Experience

- 5+ years of sales experience in the disaster recovery, business continuity, or managed IT services space.
- Expertise in solution and value-based selling methodologies.
- Technical proficiency, including experience with CRM platforms like Salesforce and CPQ.
- Bachelor's degree or equivalent experience.
- Familiarity with legacy IT (e.g., IBM mainframe) and modern platforms (e.g., public/private cloud).
- Existing network of contacts and relationships to accelerate pipeline growth.
- Ability to satisfy a background check.

Compensation/Benefits

- Health insurance package (medical/dental/vision/disability/life)
- Competitive salary
- 401(K) plans
- Paid holidays
- Paid time off
- Parental leave
- Flexible hours
- Pregnancy leave

Equal Opportunity Employer

Recovery Point Systems is committed to fostering an inclusive workplace. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or veteran status.



Why You'll Succeed at RPS

- You're a creative problem solver who thrives on identifying new opportunities.
- You're comfortable challenging the status quo and driving innovation.
- You're passionate about the critical role business continuity and disaster recovery play in today's world.

Ready to Apply?

Take the next step in your sales career with RPS! Apply online or send your cover letter and resume to jobs@recoverypoint.com.

Job type: Full-time

Schedule: Remote

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