



<https://excelnearshore.com/job/enterprise-account-executive/>

Enterprise Account Executive (Midwest)

Description

Excel Nearshore is a Minnesota-based IT services firm, founded in 2006. We support mid-to-large enterprise clients through nearshore staff augmentation and managed services, combining the agility of a specialized firm with the delivery strength of a scaled team.

Our main nearshore delivery center is located in San José, Costa Rica, and we also have consultants in the United States and other Latin American countries. While this role is focused on building enterprise relationships across Minnesota and the Midwest, we are open to growing both locally and globally — always in service to our clients and their evolving needs.

We're looking for a sales-driven, relationship-first Business Development Manager to help expand our enterprise footprint. This is a long-term role for someone who wants to grow with the company, represent our brand in the market, and build partnerships that turn into multi-year client relationships.

This role is ideal for someone who enjoys networking, opening doors, and bringing the right people to the table — and who thrives in a collaborative environment where solution engineers and delivery leaders help you strategize and close.

Why This Role Is Important

- You're selling a real delivery engine — not just staffing.
- You'll have strong support from solution engineers and delivery leaders.
- You'll help shape how we grow our enterprise footprint in Minnesota.
- You'll represent a company with an established nearshore presence and a long runway for growth.
- You'll be part of a team that's open to expanding locally and globally as client needs evolve.

Responsibilities

- **Drive New and Existing Business**
 - Drive net-new client acquisition and expand strategic relationships within existing accounts.
 - Identify and pursue new enterprise opportunities through outbound prospecting, referrals, and relationship development.
 - Generate interest and secure meetings with technology and business leaders across target accounts.
 - Build and manage a healthy pipeline of qualified opportunities across staff augmentation and managed services
 - Develop industry-specific pursuit strategies within one or more of these business sectors: healthcare, life sciences, retail, and financial services.
- **Represent Excel Nearshore in the Market:**
 - Attend networking events, business community gatherings, and industry events across Minnesota and the Midwest.

Hiring organization

Excel Nearshore

Employment Type

Full-time

Beginning of employment

ASAP

Duration of employment

Indefinite

Industry

Technology

Job Location

Minneapolis–Saint Paul, Minnesota, United States

Date posted

February 24, 2026

- Build credibility and brand awareness through consistent presence, follow-up, and relationship-building.
- Serve as a professional and confident ambassador for Excel Nearshore's brand, culture, and capabilities.
- **Providing Solutions:**
 - Collaborate with internal leaders (Solutions Engineering, Managed Services Director, Recruiting) to shape the right solution for each client.
 - Help define scope, delivery models, and engagement structure (staff augmentation vs managed services).
 - Participate in pricing conversations and drive opportunities through proposal, negotiation, and close.
- **Build Long-Term Client Partnerships:**
 - Develop trusted relationships with decision-makers and influencers.
 - Support contract/MSA conversations and help transition clients into long-term, repeatable delivery.
 - Maintain strong communication and accountability throughout the sales process and handoff to delivery.
- **What Success Looks Like**
 - Strong enterprise pipeline built in the first 60–90 days
 - Consistent weekly activity (meetings, outreach, events, follow-ups)
 - Closed wins across staff augmentation and/or managed services
 - Growing relationships that expand into multi-year partnerships

Qualifications

- 5–10 years of business development / enterprise sales experience (IT staffing, consulting, or managed services strongly preferred)
- Will consider less experienced candidates with 3+ years of IT recruiting experience.
- Strong network of business and technology leaders in Minnesota and/or the Midwest
- Proven ability to open doors, build pipeline, and close deals
- Experience in discovery conversations focused on business outcomes: revenue growth, cost optimization, risk reduction, market trends, etc.
- Comfortable selling both people-based solutions and managed services outcomes
- Strong communication skills and confidence in executive-level conversations
- Organized, consistent, and proactive follow-up habits
- Experience using a CRM (HubSpot, Salesforce, Zoho, etc.)
- Spanish is a plus (not required).

Job Benefits

- Base salary + commission, with meaningful upside for performance.
- Flexible work environment
- Opportunity to shape go-to-market strategy within Excel Nearshore
- Opportunity to accompany clients to visit our delivery center in Costa Rica and meet our local teams.

Contacts

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