



Account Executive – Consulting Services

Location: US

Job Type: Full-Time

Department: Consulting Sales

Reports To: Sr. Director, Consulting Services

About Altigen Consulting Services

A division of Altigen Technologies, Altigen Consulting Services is dedicated to helping enterprises navigate digital transformation, leverage Artificial Intelligence, and accelerate innovation. Our services span AI, cloud computing, application development, IT strategy and managed services. We're focused on delivering tailored solutions that drive measurable business outcomes. We're looking for dynamic people to join our sales team to help our customers streamline operations, deploy cutting edge technologies and unlock new growth opportunities.

About the Position

As an Account Executive, you'll lead go-to-market efforts to secure new customer engagements with mid-market and enterprise clients. You'll leverage your deep understanding of IT trends and challenges to position our consulting capabilities as indispensable to clients' strategic objectives. Your consultative approach will foster long-term partnerships and drive sustainable revenue growth for Altigen Consulting Services.

Key Responsibilities

- Target prospective clients in key verticals (FinTech, state and local government)
 - Build and manage a robust pipeline via strategic outreach and executive networking
 - Conduct discovery sessions to uncover business goals, pain points, and technology priorities
 - Deliver persuasive presentations to C-suite stakeholders and IT decision-makers
 - Cultivate executive sponsorship and serve as a trusted advisor to our customers
 - Identify upsell and cross-sell opportunities to expand wallet share
 - Collaborate with the Altigen Technology Solution sales team on joint opportunities
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Required Qualifications

- 7+ years of experience in selling technology consulting services
- Proven track record of exceeding quota within complex, high-velocity sales cycles
- Solid grasp of enterprise IT landscapes, including cloud platforms and AI technologies
- Excellent communication and presentation skills
- Strategic, consultative selling mindset with a focus on long-term value creation



Preferred Qualifications

- Bachelor of Science / Bachelor of Arts degree.
- Demonstrated success in working with mid-sized to large enterprise clients.
- Established relationships with customers, system integrators, or channel partners.
- Experience with custom application development / outcome-based contracting models.

What We Offer

- Competitive base salary plus uncapped commission structure
- Comprehensive benefits package (health, dental, vision, 401K)
- Flexible remote-first work culture with periodic team gatherings
- Ability to help shape our go-to-market strategy as a key member of the team
- Opportunity for advancement based on your success

Contact

If you meet the above qualifications and are interested in this position, please respond by sending an email with your resume to hr@altigen.com with the position title in the subject line. We are an Equal Opportunity/AA Employer. Only qualified applicants will receive a response.