March 22, 2023

Dear Jobseekers,

Lorre Fletcher of Apple is looking for pipeline candidates with sales experience for prospective Channel Acquisition Account Executive positions at Apple. In other words, she is “building a bench” of candidates to propose for positions that come open. The positions are coming open soon, but you have enough time to customize your resume to match the qualifications sought, which is the best way to get the job. If you don’t meet those qualifications, please do not apply. Lorre’s contact information is below the job summary.

Best wishes,

Dick Davis, Member

NFB Employment Committee

**Channel Acquisition Account Executive**

**Job Summary**

The people here at Apple don’t just create products — they create the kind of wonder that’s revolutionized entire industries. It’s the diversity of those people and their ideas that inspires the innovation that runs through everything we do, from amazing technology to industry-leading environmental efforts. Join Apple, and help us leave the world better than we found it!

Apple’s Sales organization generates the revenue needed to fuel our ongoing development of products and services. This in turn enriches the lives of hundreds of millions of people around the world. Our sales team is, in many ways, the face of Apple to our largest customers!

At the end of the day, we are here to help enterprise businesses transform the way people work. We create a vision that can inspire customers to transform using Apple products. We provide support and collaborate closely with internal and external partners to create plans for solutions, and then help drive the execution of the solution.

**Key Qualifications**

* No matter the audience, you are an expert at communicating. And, you’re cool under pressure. You make the sophisticated simple and you command an audience by bringing them along for the journey. You empower others to learn, to be curious and ultimately, share your passion for the Apple story. When challenged with sophisticated questions, you share your deep knowledge of how our hardware, software and services integrate.
* Empower others to learn, to be curious and ultimately, share your real passion for the Apple story. When challenged with complex questions, you share your deep knowledge of how our hardware, software and services integrate.
* Apple doesn’t cut corners, in products or in business. You bring the highest level of integrity, honesty, and accountability in all that you do, every single day. You are a trusted advisor who does what you say you’ll do – and always does what’s best for Apple.
* Do you see the world through the eyes of the customer by deeply understanding their business needs, challenges, and concerns? You obsess over how they experience our products and services? You not only meet our customers’ expectations, but you exceed them.
* Customer and partner needs can often be unique – but, you’re quick on your feet and connect and influence the right people both inside and outside of Apple. You’re a go to person with leadership, and are trusted and appropriate in tough situations. You can settle disputes, negotiations and lead the hard calls with minimal noise. You step up to conflicts and see them as opportunities to shine.
* You are only as strong as the people around you, so you know how to chip in to your team. Love a reciprocal environment with open dialogue and debate? Empower your teammates to do their life’s best work. When projects require extra support, you are eager to step up and bring your knowledge to the table.
* Relate well to all kinds of people – up, down, and sideways, inside and outside the organization. When faced with a challenging opportunity, you know who to connect with and when. People know you’re a real teammate and you know what it takes to win!
* Apple and third party solutions tackle sophisticated business problems in simple and innovative ways. You build daring and breakthrough strategies that truly craft the future. You do this by asking why and why not, both stripping out what is not crucial and identifying what is. By doing so, you are able to see what’s ahead and identify trends that will be essential for growth.
* Strive for excellence in everything you do. Due to changing priorities, urgent customer needs, or a final push to meet a quarterly forecast, you face the daily challenge of where to focus your time and energy. You have a don’t give up attitude, and finish, especially in the face of resistance or setbacks. You seize every opportunity and empower others to reach their goals along the way.
* Adapt to change and find the right path without necessarily having all of the pieces to the puzzle. At Apple, things aren’t always clear but you shift gears and thrive when asked to explore new ground, rather than waiting on others.

**Description**

We partner closely with our channel partners’ sales forces to win their hearts and minds for Apple’s ecosystem through training, tools, and programs to grow the Mac, iPhone and iPad business in our partner segments.

We wake up every morning thinking about how to engage and equip the sellers at our partners to identify, initiate, and drive Apple conversations that create mutual value for them and their customers.  Through the partnership, we identify new, growth, and expansion B2B opportunities and support them through closure.

We make certain that any client and partner issues and/or concerns are raised and addressed.

We share status and progress updates and facilitate sales activity across the channel, customer and Apple sales teams.

We work reciprocally by connecting our channel partners, business customers and the rest of Apple with our strategic solutions partners to create technical solutions for business transformation.

The hallmark of our success is educating, enabling, and inspiring the sellers and partner teams we support to represent Apple well, trusting them to create scale and tell the Apple story on our behalf.

**Education**

Bachelor's Degree or equivalent experience

Additional Requirements

You are a go-getter with experience consultative selling business transformation solutions. In your experience, you’ve balanced delivering on short-term goals, while crafting balanced value for customers, and demand for the future. You understand how to encourage and empower a customer or a partner towards a product or ecosystem, and to deploy that ecosystem for growth. Or you bring 2-5 years of experience in Sales Development or Account Executive roles at large Enterprises.

Sincerely,

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