



Ace Computers

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Senior Director, New Business Development

Location: [Des Plaines](#)
Employment: [Full-time](#)

Summary: Ace Computers is seeking a highly accomplished Senior Director, New Business Development to drive revenue growth and market expansion across our Enterprise Hardware, Data Center Infrastructure, AI/HPC, Storage, Networking, and End-User Computing Solutions portfolio.

Job Description: This role is designed for a strategic and results-driven Sales Hunter with deep expertise in the High-Tech industry, particularly within the Semiconductor, Networking, OEM, Enterprise Technology, and Infrastructure markets. The ideal candidate will possess extensive experience in new business acquisition, managing the complete sales lifecycle from opportunity identification and lead generation through contract negotiation, deal closure, and account development.

The successful candidate will have a consultative sales approach, strong business acumen, and the ability to align Ace Computers' technology solutions with customers' digital infrastructure, data center modernization, AI, high-performance computing (HPC), cloud, and IT transformation initiatives. Leveraging an established industry network, this individual will identify strategic opportunities, develop senior-level relationships, and position Ace Computers as a trusted technology partner.

Duties & Responsibilities:

New Business Development & Sales Leadership

- Own and execute the complete sales lifecycle, including prospecting, qualification, solution positioning, proposal development, negotiation, and contract closure.
- Drive strategic pursuits and complex enterprise sales opportunities across target accounts and industry verticals.
- Develop and implement account acquisition strategies focused on net-new business growth.

Consultative Solution Selling

- Understand customer business objectives, infrastructure requirements, technology roadmaps, and operational challenges.
- Recommend tailored solutions leveraging Ace Computers' portfolio of servers, storage, networking, AI/HPC platforms, workstations, edge computing solutions, and related services.

- Collaborate with engineering, solution architects, product specialists, and operations teams to develop compelling customer solutions and proposals.

Prospecting & Pipeline Generation

- Identify, qualify, and pursue new business opportunities within the High-Tech, Semiconductor, Networking, Manufacturing, Enterprise, and Public Sector markets.
- Build and maintain a robust sales pipeline through strategic outreach, executive networking, industry engagement, referrals, and channel partnerships.
- Develop territory and account strategies that accelerate revenue growth and market penetration.

Executive Relationship Management

- Establish trusted advisor relationships with CIOs, CTOs, IT Directors, Infrastructure Leaders, Engineering Executives, Procurement Teams, and C-level stakeholders.
- Develop long-term customer relationships that drive repeat business, account expansion, and customer loyalty.

Revenue & Growth Ownership

- Consistently achieve and exceed annual and quarterly revenue targets.
- Drive net-new logo acquisition and expand wallet share within existing strategic accounts.
- Identify opportunities for cross-selling and upselling across Ace Computers' technology portfolio.

Forecasting & Opportunity Management

- Maintain accurate CRM reporting, pipeline management, and sales forecasting.
- Provide executive leadership with reliable visibility into opportunities, revenue projections, and business performance.

Industry & Market Leadership

- Represent Ace Computers at industry conferences, customer events, technology forums, and trade shows.
- Monitor competitive market trends, emerging technologies, and customer requirements to identify growth opportunities.

Forecasting & Opportunity Management

- Develop and strengthen relationships with OEMs, technology partners, distributors, and strategic alliances.
- Leverage partner ecosystems to create joint go-to-market initiatives and pipeline opportunities.

Key Performance Indicators (KPIs)

Revenue Performance

- Meet or exceed assigned quarterly and annual revenue objectives.

New Customer Acquisition

- Consistently secure new logos and expand Ace Computers' customer base across target industries.

Pipeline Growth

- Build and sustain a qualified sales pipeline capable of supporting long-term growth targets.

Forecast Accuracy

- Deliver predictable and accurate sales forecasting.

Account Expansion

- Drive increased revenue through strategic account development and solution expansion.



Strategic Collaboration

- Partner effectively with sales engineering, operations, marketing, and executive leadership teams to achieve business objectives.

Market Presence

- Enhance brand awareness and market visibility through active participation in industry events and customer engagement initiatives.

Requirements:

- Proven success in enterprise technology sales with a strong focus on new business development and hunting.
- Experience selling Enterprise Hardware, Servers, Storage, Networking, AI Infrastructure, HPC Solutions, Data Center Technologies, Workstations, or Related IT Infrastructure Solutions.
- Strong background in the Semiconductor, Networking, High-Tech, Manufacturing, or Enterprise Technology sectors.
- Demonstrated track record of acquiring net-new customers and closing complex, high-value enterprise deals.
- Established network of enterprise IT leaders, technology decision-makers, procurement executives, and industry contacts.
- Strong understanding of modern data center, cloud, AI, HPC, networking, and infrastructure environments.
- Proven ability to develop strategic account plans and consistently exceed revenue targets.
- Excellent negotiation, presentation, communication, and executive engagement skills.
- Experience working across cross-functional and global teams.
- Strong commercial and financial acumen, including deal structuring, pricing, and contract negotiations.
- Bachelor's degree required; advanced degree preferred.
- Ability and willingness to travel extensively as required.

Benefits:

- 401(k) and 401(k) matching.
- Dental Insurance
- Vision Insurance
- Disability Insurance
- Health Insurance
- Life Insurance
- Employee Discount
- Flexible scheduled
- Paid time off.

Send applications to careers@acecomputers.com