



## Account Manager

As an account manager, your role will be to partner with customers through a strategic and consultative sales approach to understand their business needs, issues, strategies, and priorities to deliver value-adding business solutions.

### **Qualifications**

- Proven strong sales skills, including consultative, solution oriented selling.
- A strong technology background.
- A demonstrated ability to build and maintain a customer base, including driving new business.
- Independence, self-motivation, and resourcefulness.
- Working familiarity with technologies such as Microsoft Word, PowerPoint, CRM, WebEx, Smartphones, email, etc., or the ability to learn them quickly.
- A bachelor's degree is preferred but not required.

### **Measurements**

- Sales Quota - Monthly, Quarterly, Annually
- Professional Development – reviewed quarterly on personal development by the territory account manager.
  
- Customer Satisfaction – reviewed monthly by the territory sales manager based on customer satisfaction surveys.