

Account Manager Job Description:

It is an exciting time to be working in the technology industry. High Point Solutions is seeking highly professional and successful sales people with an entrepreneurial spirit. The candidate must aspire to work with team members to drive incremental revenue with maximum gross profit attainment and as a result have the ability to make an unlimited compensation package and have fun doing it!

The ideal candidate will be able to:

- Generate enterprise sales opportunities by identifying appropriate business targets, securing high-level appointments, executing a strategic sales process, and managing the prospect to close
- Must be able to develop and execute annual plan for named account in line with company strategy
- Build executive relationships, articulate product and business strategies.
- Able to manage sales process in a targeted account base, including demand generation, quota attainment, sales presentations, short-term, mid-term and long-term opportunity management
- This candidate must be able to work with the engineering team in creating integrated solutions that address complex problems with focus on the OEM partner value proposition
- Candidate must demonstrate ability to sell within traditional IT hierarchy as well as non-IT business units
- Manage multiple key accounts within desired territory or vertical
- Provide high level customer satisfaction and own overall accountability for business growth within account base.
- Negotiate terms of business with clients to achieve win/win results that provide the basis for strong on-going relationships
- Individual must have demonstrated negotiation skills, be a self-starter, and a strong closer. Understanding of large business organizations and their buying cycles is preferred.

The ideal candidate must possess:

- Minimum of 10 years of successful sales experience to include; 5 years selling Information Technology to large/medium enterprises
- Proven ability to execute in outside sales, with sustained results in executing against multimillion dollar quotas.
- Demonstrated results managing large, complex, enterprise sales cycles including strategic account planning, resource development, sales cycle management
- Track record of successful sales at Executive level in large accounts

- Success in driving growth in direct selling to IT and other Business Decision makers in end user accounts
- Demonstrated commitment to customer success and customer satisfaction
- CXO Relevance
- Relationship management skills
- Strong communication /presentation skills
- Working knowledge of product solutions
- Has developed expertise in own sales area
- Demonstrates competence in using a variety of selling techniques.
- Excellent negotiation skills
- Requires BS degree or equivalent with a minimum of 5-7 years successful experience managing a sales territory in a growing business environment, including in prospecting, replacing an incumbent/competitor, and protecting the installed base is essential.
- Must have extensive experience with selling to Executive Level personnel.
- Must be an aggressive self-starter with the ability to build executive relationships, articulate High Point's product and business strategies, and create the demand and close deals.
- Data networking technical knowledge strongly preferred
- Demonstrated knowledge of working with complex technical accounts including calls on key decision makers (VP and above) and all other technical and business influencers required.
- The ability to negotiate solutions to issues with peers, OEM partners and customers using a Win/Win philosophy required.
- Must have keen ability to position "end to end" solutions and articulate a primary vendor strategy to senior customer executives is essential.
- Demonstrated knowledge of a process for running a sales territory, including forecasting, quota attainment, sales presentations, short term, midterm, long term opportunity management.
- Candidate should possess creativity and innovation in the their selling style