

Internal Account Manager

This position is responsible for managing, maintaining and targeting new clients in a designated territory. Through consultative sales and individual needs assessment, the Account Manager will focus on increasing buying volume in their established customer base and prospecting new accounts. They are also responsible for maintaining strong customer relationships, proactive account management, outstanding customer service while driving sales in a prompt, efficient, and courteous manner. Acting as the dedicated account manager, they will be a consultant, negotiator and partner to their existing customer base.

Responsibilities

- Manage the day to day relationship within existing customer base and new business development
- Achieve and exceed personal sales targets/quotas
- Find / create incremental business opportunities and drive closure within dedicated customer account base
- Retain current designated customer base by providing exceptional service and developing professional relationships
- Consult with dedicated customers and assist in overcoming business problems they face by utilizing our Tech Sales teams
- Facilitate interaction between customers and publishers/manufacturers
- Efficient processing of quote and order requests received via telephone, e-mail and facsimile in a timely and efficient manner
- Lead generation and call out campaign on a bi monthly basis

Requirements

- 3-5 years in an account management or an inside sales role
- Customer service orientation and experience working closely with sales staff
- Experience in digital signage environment is preferred
- Must have the ability to work in a fast paced environment
- Commitment to working towards deadlines
- Independent thinker, but open to group input
- Sees this as an opportunity to grow in the sales department
- Can be client-facing, in a pinch
- Can work with sales to understand key needs and work with marketing to execute ideas
- Proficiency in MS Office tools – Outlook, Word, Excel, Power point
- Experience in a sales position or Technology industry preferred
- Excellent written and oral communication skills in English

Please contact:

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