

District Sales Manager Florida

This position offers a competitive base salary, annual bonus opportunity & Company vehicle (All auto related expenses covered, insurance, maintenance, gas card) as well as an attractive benefits plan including Company Paid health insurance, a 401(k) w/ employer match, company paid life insurance, paid holidays & a competitive Paid Time Off (PTO). Ci is an Employee-owned company that allocates shares each year to the employee owners once they become eligible to participate in the Employee Stock Ownership Plan (ESOP). We also have a Tuition Reimbursement Program, Short Term Disability, Long Term Disability, Vision & more!

Overview

The Regional Account Manager focuses on achieving orders for products and services through understanding the market, establishing, and nurturing customer relationships, and evangelizing Ci's solutions. This is an Individual Contributor position.

Purpose

The Regional Account Manager is Ci's ambassador to the region and is responsible for developing relationships, sales growth and performance in the assigned territory and accounts. Residing within the assigned territory, the Regional Account Manager builds relationships with the buying influences to achieve a comprehensive knowledge of the markets' needs.

Position Responsibilities

- Direct business development of Ci solutions and services within the assigned territory.
- Develop and execute a comprehensive plan for the assigned territory focusing on new customers that use the entire Ci product portfolio.
- Assemble and coordinates necessary internal and external recourses to assess Client needs and address their requirements.
- Develop strong relationships with influencers and key decision makers within assigned key accounts, from technicians and users to administrators and elected officials.
- Provide accurate and updated forecasts and pipeline reports that achieve sales targets.
- Maintain accurate records of all relevant activities.
- Champions efforts for customer proposals and win strategies.
- Continually enhances business development skills, product knowledge and account knowledge.
- Attending local conferences, trade shows and seminars to represent Ci and provide market information back to the company.
- Works in harmony with Ci's strategic business partners.
- Ability to effectively communicate specific product information, pricing information, and marketing concepts to potential customers.

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- Reports actions as required by management on continuing efforts to build relationships and develop new business.

Qualifications

- Requires at least ten (10) years successful Business Development experience, preferably in either communications and or IT industries with diverse experience in key technologies.
- Demonstrated ability to meet or exceed quota.
- Effective communicator, specifically written, oral and presentations.
- Ability to represent the company at all levels within an organization, from end user to our County Executive.
- Substantial experience in selling to critical communications industry and state and local governments strongly preferred.
- This position requires up to 50% travel, a clean driving record and a valid driver's license.
- Ability to be self-motivating a necessity.

Pre-employment background check and Drug Screen required.