

Compensation \$55,000-\$60,000 per year plus Commission

Sales Account Manager (SAM)

This position offers a Competitive Base Salary, commission a rich benefits plan including Company Paid health insurance, a 401(k) w/ employer match, company & paid life insurance, paid holidays and a competitive Paid Time Off (PTO). This role provides a company vehicle ALL expenses covered! 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 SAM focuses on achieving orders for products and services and supporting the local Branch through understanding the market, establishing, and nurturing customer relationships, and evangelizing Ci's solutions. This is an Individual Contributor position.

Position Responsibilities

- Develop a comprehensive plan for the assigned territory that utilizes Ci's portfolio of product and services.
- Identify new customers and propose solutions for their communications needs.
- Establish a strong ground game to generate leads and establish contact with key prospects.
- Develop strong relationships with influencers and key decision makers within assigned key accounts, from technicians and users to administrators and elected official.
- Assemble and coordinates necessary internal and external resources to assess client needs and address their requirements
- Prepare bids/quotes/contracts and reports as needed.
- Maintain accurate CRM records of all related activity and extract data and generate sales reports using the CRM database.
- Collaborate with members of the sales, finance, service, and engineering teams to complete projects in an accurate and timely manner.
- Serve as direct link between Ci & our customers.
- Provide appropriate follow up and after-sales support to enhance the customer's experience.
- Provide accurate and updated forecasts and pipeline reports that achieve sales targets
- Maintain accurate records of all relevant activity.
- Champions efforts for customer proposals and win strategies.
- Continually enhances business development skills, product knowledge and account knowledge.
- Attends local conferences, trade show and seminars to represent Ci and provide market information back to the company.
- Works in harmony with Ci's strategic business partners.

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Qualifications

- This position requires the skills & knowledge normally obtained through the successful completion of a **high school degree**. Associates Degree, or some college/business courses strongly preferred.
- **Requires 4+ years minimum** related experience, preferably in a customer support/business development, & administrative capacity with progressive responsibility.
- Must demonstrate strong interpersonal skills dealing with greeting customers in person & on the telephone. Must speak clearly & professionally.
- Requires strong computer skills. Including creation of various reports & spreadsheets. Must be proficient in entire Microsoft Office Suite with a focus on Excel and Word. Microsoft Dynamics AX Experience also preferred.
- Effective communicator, both written & oral.
- Capable of dealing with internal & external clients in a tactful & professional manner.
- Ability to represent the company at all levels within an organization, from end user to or County Executive.
- Must be able to work under pressure & tight deadlines.
- Effective communicator, specifically written, oral & presentations.
- Ability to represent the company at all levels within an organization.
- This position requires a clean driving record & valid US driver's license.
- Previous experience working with emergency responders, city, or county government purchasers a plus.
- Ability to be self-motivating & work independently is a necessity.

Pre-employment background check & Drug Screen required

Valid US Driver's License required

Minimal driving violations within past five years required