

**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 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 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 Account Manager builds relationships with the buying influences to achieve a comprehensive knowledge of the markets' needs.

### **Position Responsibilities**

- Determine each customer's specific needs to then bring in the solutions that Ci can provide to address them.
- Direct business development of Ci solutions and services within the assigned territory.
- Develop and execute a comprehensive plan for the assigned territory that uses 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 official.
- 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.

- Have the ability to effectively communicate specific product information, pricing information, and marketing concepts to potential customers.
- Reports actions as required by management on continuing efforts to build relationships and develop new business

### **Qualifications**

- Requires at least six (6) 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.
- Able to lead a team to a successful outcome in complex sales pursuits.
- Effective communicator, specifically written, oral and presentations.
- Ability to represent the company at all levels within an organization, from end user to or County Executive.
- Substantial experience in selling to critical communications industry and state and local governments strongly preferred.
- This position requires 25% travel, a clean driving record and valid driver's license
- Ability to be self-motivating a necessity

Pre-employment background check required