

## **Account Manager - IT Solutions Provider Sales Representative - Cisco Solutions**

**Are you a self-driven, motivated Account Manager with at least 3 years of experience with IT or technology sales?**

**If so.. read on!**

**By partnering with major hardware and software manufacturers, we offer top of the line IT resources, products and services. We have an immediate need for an Account Manager to join our team.**

### **Requirements:**

- **Self-motivated with an entrepreneurial spirit**
- **Strong technical understanding of IT products and services, Cisco solutions preferred**
- **Sales experience, including cold calls and lead generation**
- **Ability to pick up new things quickly**
- **Results/Goals driven**
- **Experience with solution selling in the technology service industry**
- **Solid grasp of Cisco Solutions, Dell Server systems**
- **Thrive in a fast paced environment while demonstrating excellent customer service and follow-through skills**

### **Job Description:**

- **Reach out to clients with our Professional and Managed Services offerings for IT/IP and network security solutions**
- **Hunt down and secure new opportunities, identifying and develop relationships with new and existing clients**
- **Understand customers' IT/IP needs and develop solutions to fit**
- **Sales Forecasting**
- **Provide full-cycle sales from cold calls to post-sales support**

**Call 721-0077 for an interview and ask for Rick**