



Job Description

Title: Account Manager

Pay Range: TBD

Human Resource Contact: Dearest Chandler

FLSA Status: Exempt

Report to: President & CEO OR Sales Director

Travel Required: <50% travel

Position Type: Full Time, Employee

Job Level: Experience, Non-Manager

Relocation assistance: None

Homebase Eligible: No

Shift: Day/First Shift

Business Unit: Sales

Job Summary: Reporting directly to Sales Director OR President and CEO. To provide focused business development expertise for all wireless technologies in the Mid-Atlantic region. The individual will identify, qualify and manage sales opportunities to drive new account penetration as well as support the existing sales organization to develop key accounts. This role will also have responsibility to provide market analysis, business case development, customer technology and business presentations, as well as taking ownership to drive all related sales process and be a key resource in creating commercial proposals and pricing strategies as well as resource identification and planning.

Duties and Responsibilities

- Development of new business opportunities with wireless solutions from initial opportunity identification through to contract closure, managing the sales campaign.
- Maintain close linkage with Nortel wireless product organization to provide regional input to product evolution and local market requirements, plus keeping abreast with product updates to inform customers and the regional team.
- Develop business cases to support sales campaigns and introduction of new products / solutions to the region.
- To help develop account strategies & sales opportunity plans in close coordination with the existing sales team.
- Provide an in-depth understanding of the regional wireless market, customers business, end customer needs, structures, challenges and requirements within the context of the customer's business sector.
- Contribute to the creative packaging of commercial proposals, focusing on pricing, payment conditions and favorable contract terms in support of the sales teams.
- Management of sales processes related to all wireless solution opportunities in the region.

- Provide management reports to ensure effective communication to senior Optivor personnel.

Knowledge, Skills, and Abilities

- Specific experience in selling, marketing or business development of wireless solutions to cover GSM/UMTS, CDMA and WiMax/WiFi, with capability to quickly adapt to cover new and expanding technologies in this market.
- Preferably to have specific experience in delivering sales targets for self-managed accounts to demonstrate business development capability.
- Comfortable operating within executive management communities up to CEO level.
- A high degree of business acumen and judgment.
- Excellent communications skills, both written and oral.
- Strong negotiating / influencing skills and capable of directing work through others.
- A high level of creativity particularly in developing winning strategies & deals.
- Adaptable, flexible, resilient and resourceful.
- Self motivated, decisive and self-confident.
- Team player with a strong work ethic.

Credentials and Experience

- The individual should have formal qualifications to at least degree level in either technology or business management related subject matter.
- 5+ year's industry experience. Advanced knowledge of telephony architecture, with an emphasis on sophisticated telecom equipment and services.
- Proven record of professional sales accomplishment and customer relation skills with demonstrable prospecting, cold calling and closing skills.
- Must be self-motivated and have the discipline to work without direct supervision.
- Advanced communication skills a must.
- 5+ years experience in the telecommunications sector with a vendor, integrator, reseller or network operator.
- Equivalent combination of education and experience.

Special Requirements: Willing to work overtime, holidays, and weekends as requested by Sales Director.

Optivor is an equal opportunity employer committed to a diverse workforce. M/F/D/V.