



**Job Title:** Account Manager

**Job Type:** Full Time

**Career Level:** Management

**Location:** Dallas

**Reports to:** VP Business Operations

**Salary:** Starting salary based on skills and experience

**Job Description**

**Responsibilities may Include:**

As an Account Manager, you will serve as an integral part of our dynamic company whose environment is the rapidly growing world of Information Technology and Managed Services. You will work both independently and strategically amongst your fellow team members in identifying and developing opportunities and accounts with new clients. Your main objective is to build pipeline and maintain quota while maximizing profitability and growth in line with company vision and values. You will be able to leverage your existing IT contacts by introducing them to a customer-focused firm with a very successful reputation in the IT industry.

**Qualifications: (Required Education and Experience)**

- Manage and build a profitable business portfolio
- Maintain sales goals and quota defined by Sales Manager
- Develop pipeline by executing proven means defined by Sales Manager. Examples include mandatory participation in: cold calling, prospecting, networking, lead management, and events.
- Evolve business portfolio through relationship management - expanding the product base and driving new revenue opportunities
- Daily forecast management and reporting using Customer Relationship Management Software (CRM). Examples include: pipeline, customer interaction, sales strategy, success ratio, and other efforts.
- Assist and collaborate with sales team to execute marketing efforts
- To maintain a complete understanding of company's core competencies and solution offerings. Examples include: voice, virtualization, storage, and managed services. Solution Sales
- Maintain the company's mandatory Senior Account Manager Certification requirements.

Continued....



**Technical Requirements:** (Minimum Technical Requirements for the position)

- 4 years IT Sales experience / experience working with value added reseller sales in the technology markets (non-retail sales)
- Successful proven track record of sustained revenue and profit generation year after year
- Hand-off complete/accurate orders to our professional project management staff
- Strong presentation skills, internal communications, informing others, verbal communication, closing skills, motivation for sales, sales planning, prospecting skills, persistence, and meeting sales goals and quota.
- Self-discipline and great attendances
- Solid Computer and Phone Skills
- Strong understanding of customer and market dynamics and requirements.
- Connect Wise experience a plus.
- Developing and utilizing manufacture relationships
- Attending manufacture and company training

**About Viyu Network Solutions:**

*Innovative Solutions and World Class Support.*

Constantly growing in response to the needs of our customers in all sectors and verticals, VIYU offers custom IT solutions for every aspect of your environment. VIYU's goal is to foster long-term and mutually-beneficial relationships with our customers and partners, every single day.

Viyu is an equal opportunity employer. Employees are recruited, selected, trained, compensated and promoted without regard to race, religion, creed, color, gender, age, marital status, national origin, citizenship, veteran status or the presence of any disability not impairing the ability to perform the essential functions of the position with or without reasonable accommodation. Applicants must be currently eligible to work in the United States. We do not currently sponsor Visas. Please no third party agency contact to offer recruiting assistance.