ARE YOU OUR NEXT ACCOUNT MANAGER?

Working at IT Weapons

An Account Manager at IT Weapons maintains and expands relationships with new and existing clients. As such, an Account Manager is an advocate of the entire range of IT Weapons Services to clients, while also ensuring that client needs and expectations are met by the company. We are looking for applicants who take pride in the quality of their work and who share our commitment to honesty, integrity, and personal accountability. You must have strong verbal and written communication skills and the ability to interact professionally with a diverse group of technical personnel, executives, managers, and subject matter experts. A sense of urgency for task completion and for client experience are essential.

Responsibilities

- **Selling IT Weapons Services** – The Account Manager will be responsible for selling IT managed services, cloud, and strategic complex IT project and procurement opportunities into new and existing clients.
- **Forecasting** – The Account Manager will be responsible for maintaining a forecast and pipeline for all IT Services opportunities in our CRM. This includes regular updates on activity within the account.
- **Coordination** – The Account Manager coordinates the involvement of company personnel, including support, service, and management resources, in order to meet account performance objectives and clients expectations.
- **Professional Development** – The Account Manager will be responsible for staying current with industry trends and the latest ITW services. In addition to self-study, there must be constant client engagement and regular onsite team solution briefings/updates with the ITW team.
- **Proposals** – The Account Manager will be responsible for preparing and presenting proposals/quotes to new and existing clients.
- **Collaborative Selling** – The Account Manager will work closely with our consulting teams and at times with our vendors on client engagements and opportunities. The Account Manager is responsible for owning the overall sales cycle and engaging appropriate resources as required.

Education/Certifications

- University Degree and/or related Technical Diplomas are encouraged.
- Product knowledge with Citrix, HP, Dell, Cisco, Microsoft, and VMware is encouraged.

Preferred Experience

- 2+ years experience in a client facing sales role in an IT environment
- High level of business acumen, in order to have “business discussions with business people.”
- Experience using a CRM system and experience selling IT services and technology products.
- Demonstrated ability to adhere to process and ability to work independently.
- Excellent verbal and written communication skills, experience with Excel, Word, Outlook, and PowerPoint.
- Excellent presentation skills.
- Excellent organizational skills – time management, prioritization, etc.
- Ability to work in a fast-paced, highly collaborative, team-oriented environment.
- Able to multi task, while being flexible to constant change.
- Able to meet timeline targets while maintaining productivity and efficiency metrics.
- Able to liaise with clients, vendors, partners, and all levels of the organization.
- Candidates must have a valid drivers license and 24/7 access to a vehicle.

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