Job Title: Account Manager - Entry Level
Category: Sales & Business Development
Division: Intralox

Are you attracted to a blend of business, customer service and technical sales?  Are you effective in translating technical concepts to non-technical people?  Want to live in New Orleans for one to two years after graduation?

This entry-level training program includes up to two years in New Orleans as an Inside Sales Representative to train for an Account Manager role. Following your training, Intralox will give you options to relocate to a new part of the US for your next role.  We have future positions available around the country.

The ideal candidate is a problem solver who is effective with people and who thrives in an exciting and dynamic technical sales environment, identifying and solving critical business issues facing our customers.  Our value-add sales methodology creates immediate, documentable savings for our accounts that you will be critical to making real.

This position is an integral part of the success of the Commercial Sales organization. Working closely with our Account Representatives, Technical Support Group, Applications Engineers, and Account Managers, you will have the opportunity to develop sales skills through hands-on experience and coaching from your direct and extended selling team.

This role will focus on (telephone, internet, email, etc.) sales to existing Intralox accounts and new prospects, using an economics based, consultative/solution selling methodology.

**Responsibilities**
Internal account management, serving as a primary resource for selected accounts.

Your responsibilities would include:

- Maintaining and improving relationships with existing customers
- Following up on quotations to promote sales
- Gathering important customer information following tradeshows and/or campaigns
- Executing on outbound marketing strategies developed in cooperation with the marketing department in order to penetrate new industries and achieve a deeper understanding of existing industries.
- Using trade journals and other materials to identify companies, within specific industries, which are either undergoing plant expansion or new construction.

**Requirements**

- BA or BS Degree
- Start June 2019
- Strong technical aptitude and interest
• Excellent communicator and team player – must have strong phone skills
• Possess a confident outlook along with an entrepreneurial, problem-solving personality
• A passion for learning and growth, willingness and ability to be self-managed
• Live in New Orleans up to 2 years
• Open to relocation in the US following 1-2 years in New Orleans
• Up to 70% travel to customer sites may be required

Desired Qualifications

• Proficient in CAD software preferred