Account Manager

Position Summary
Choice Solutions is seeking a goal-oriented individual, with proven integrity, who desires to be part of a team committed to always doing the right thing. The ideal candidate is a self-starter who has proven sales experience and tenure with a company, but is looking for a new opportunity with a team who encourages each other and where each team member strives to live out the company values of Family, Serve, Visionary, Farmer’s Mentality and Greatness on a daily basis.

This is a B2B sales position focused on bringing value to area businesses to improve their workforce’s user experience to business applications, adopt simpler and more secure IT environments from the datacenter to the endpoint and leverage our project services or ongoing managed services to help with IT staff constraints businesses are challenged with. The Account Manager is responsible for building and maintaining trusted business relationships, seeking out and identifying new opportunities and assessing the client’s business challenges and connecting the right resources from the Choice Solutions team.

The Account Manager will develop and execute a territory strategy and plan to position Choice Solutions as the leading provider of IT solutions & services to the Dallas-Fort Worth market. This opportunity is located out of our Dallas or Overland Park, KS office. If located in Overland Park, then this resource must be willing to travel to Dallas-Fort Worth once per month.

The compensation structure of the position will start with our Base+ Commission plan. Account Managers have the opportunity to move to the most aggressive paying Straight Commission compensation plan in the industry by developing territories, gaining experience and achieving results. The ideal candidate for this position possesses the passion and drive to maximize performance and achieve a six-figure income by making personal and professional self-development a priority.

Responsibilities:

- Sell Choice Solutions offered IT solutions in an assigned territory by achieving or exceeding annual gross profit goals; prospecting; securing orders; cross-selling hardware, software and service solutions; and developing and maintain a pipeline of business
- Serve as the face of our team and take primary ownership of all aspects of a customer’s experience working with Choice Solutions
- Make proactive and determined efforts to research and engage in prospecting target customers and relationships
- Understand current business and IT challenges of current and potential customers, and determine how and where our solutions and services offerings can bring value
- Develop and maintain professional and referral relationships with appropriate vendors and consulting communities
- Create and deliver professional and effective presentations of Choice Solutions and our technology offerings
- Work with assigned existing customer contacts on ongoing basis to ensure satisfaction and grow partnership
- Fully understand and follow established sales processes
- Leverage processes and templates to efficiently collaborate with Sales Operations, Project Management, and Services Team
• Journal all relevant sales activities (appointments, calls) and future follow ups into CRM
• Maintain opportunities accurately and continuously in CRM for business forecasting
• Initiate regular communication with strategic partner reps as appropriate
• Meet in person or via video weekly with designated Sales Coach to communicate status of territory activity
• Participate in weekly sales team huddles to discuss sales forecasting, planning and goals
• Develop and update as needed an annual account plan, including defining, goals, strategies and resources
• Actively engage in driving attendance to relevant marketing events
• Stay abreast of industry specific continued education via podcasts, vendor product training and updates, LinkedIn Learning, books, etc.
• Comply with established business practices

Requirements:
• Ability to understand and articulate the value of innovative, game-changing technology
• Excellent oral and written communications skills
• Passionate about success and driven to attain goals
• Capable of managing own workload with minimal supervision to tight deadlines
• Ability to work independently in assigned territory and contribute to the collective team
• Self-motivated to accomplish weekly activity goals with customer appointments and phone calls
• Skill in ensuring accuracy and paying close attention to details
• Ability to communicate proactively and effectively
• Excellent problem-solving skills
• Strong customer orientation
• Bachelor’s degree
• Minimum of three years of selling consulting services, developing comprehensive solutions for customers
• Technology sales experience a plus

Expectations:
• Will be available via Slack, email or by phone to provide timely answers to co-workers, vendors, and customers
• Must have or obtain a laptop for business use

Choice Solutions Requirements & Expectations:
• Express a positive and confident, can-do attitude
• Dependable, adaptable, flexible and a team player
• Personal dedication to ongoing training and development
• Excellent organizational and problem-solving skills
• Strong oral and written communication skills
• Professional appearance, attitude and communication
• Maintain confidentiality in all aspects of client, staff and agency information
• Able to handle challenges and issues in a professional and supportive manner
• Timely delivery of required internal documents