

Job Description – Account Manager

Title: Account Manager	
Division/Manager: (Commercial)	Location: Houston

Detailed Description

The Account Manager is responsible for field work that will increase Netsync’s client base and for maintaining existing relationships with assigned account partners to ensure customer satisfaction.

Roles and Responsibilities:

- Work in an outside sales environment to identify opportunities and manage those opportunities through the entire sales life cycle; this includes but is not limited to visiting client sites, bringing in clients for tours, entertaining clients in a social setting, etc.
- Required to drive, within a territory and set location parameters
- Take a proactive approach to identifying areas for new business opportunity, including but not limited to active searches locally and beyond via internet basis, conducting phone calls, networking through existing contacts and clients, etc.
- Build key relationships with strategic clients and many of our manufacturing partners
- Learn and have a good understanding of the products and services that Netsync sells in order to communicate these effectively to potential clients and partners
- Obtain a thorough understanding of Netsync internally to know how to organize efforts across different business units
- Responsible for top line revenue and gross profit (annual GP target 650K)
- Enter account data and metrics related tasks into CRM system for review by manager
- Some travel required to attend trainings, partner events, and Netsync required gatherings

Additional Duties:

- Other duties as assigned

Skills and Experience:

- Be self-motivated and very competitive
- Good communication skills and self-motivation
- Work well in team setting and must work well with clients and partners
- Be service oriented and able to focus on the needs of the client, manufacturing partner, and Netsync
- Perform under pressure and handle executive-level conversations

- Possess in-depth knowledge of OEM sales programs and how they can impact the success of an account manager when used to full potential
- Maintain an eagerness for professional growth and to exceed sales goals

Minimum Qualifications/Technical and Education Requirements:

- Bachelor's degree preferred
- Five years' sales experience in corporate account management and sales preferred

A large, light grey 3D graphic consisting of a sphere on top of a cylinder. A horizontal line is drawn across the top of the sphere, with the text "Employee Signature" and "Date" positioned below it.

Employee Signature

Date