



Clear North Technologies
3650 Annapolis Lane N., Suite 110
Plymouth, MN 55447
(952) 828-9434

Account Manager

Job Objective:

Responsible for all sales activities, from lead generation through close, within the Minneapolis/St. Paul area. Chartered with selling the many IT services and programs that Clear North Technologies offers. This includes solutions related to virtualization, data storage, our full line of managed services, and related networking technologies. Works with the sales, delivery and support teams to achieve revenue goals, customer satisfaction, and establish long-term account relationships in line with company vision and values.

Responsibilities:

- Demonstrates the ability to carry on a business conversation with business owners and decision makers.
- Demonstrates technical selling skills and solution knowledge in the areas listed above.
- Develops annual account plan in conjunction with Sales Manager, which details activities to follow during the year which will focus on meeting or exceeding sales quota.
- Complete understanding of pricing and proposal models.
- Sells consultatively and makes recommendations to prospects and clients of the various solutions the company offers to their business issues.
- Develops a database of qualified leads through referrals, telephone, direct mail, email, and networking.
- Responsible for sourcing and developing client relationships and referrals.
- Creates and conducts effective proposal presentations and RFP responses that identify prospects business problems, the effects of the problems, and the Clear North Technologies solutions to their problems.
- Utilize company-provided tools to maintains accurate records of prospecting activities, including sales calls, presentations, opportunities, closed sales, and follow-up activities within their assigned territory.
- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.

Relationships and Roles:

- Demonstrates the ability to interact and cooperate with all company employees.
- Builds trust, values others, communicates effectively, drives execution, fosters innovation, focuses on the customer, collaborates with others, solves problems creatively, and demonstrates high integrity.
- Maintains professional internal and external relationships that meet company core values.
- Proactively establishes and maintains effective working team relationships with all support departments.

Job Specifications:

- 2-3 years of sales experience,
- Knowledge of the information technology industry preferred
- Ability to understand customer business requirements and recommend technology solutions.
- Strong verbal and writing skills.
- Proven ability to achieve sales quotas.