



STRATEGIC ACCOUNT MANAGER

Company Description

Technolink of the Rockies is an IT company and unified communications expert that designs, deploys and supports the most cost-effective and productive voice and data solutions.

We provide superior technology and products, technical competence and expert responsive service to our business partners.

Job Description

We are looking for a Strategic Account Manager to provide customer sales and support, contact the existing customer base for sales opportunities, assist in developing marketing campaigns and assist the VP of Sales.

Qualifications:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education/Experience:

High school diploma or general education degree (GED); and one to two years related customer service experience and/or training; or equivalent combination of education and experience.

Language Ability:

Ability to read, analyze and interpret general business periodicals, professional journals, technical procedures or governmental regulations. Ability to write reports, business correspondence and procedure manuals. Ability to effectively present information and respond to questions from groups of managers, customers, vendors, and the general public.

Math Ability:

Ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals. Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, area circumference, and volume. Ability to apply concepts of basic algebra and geometry.

**Reasoning Ability:**

Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret an extensive variety of technical instructions furnished in written, oral, diagram, or schedule form. Ability to define problems, collect data, establish facts, and draw valid conclusions.

Computer Skills:

To perform this job successfully, an individual should have knowledge of Microsoft Word; Microsoft Excel; Microsoft Explorer; Microsoft Outlook. Knowledge of Tiger Paw a plus. The incumbent must have moderate typing skills and be proficient and computer literate.

Certificates & Licenses

Valid driver's license and dependable vehicle

Valid automobile insurance within state requirements and limits of coverage

Special Skills:

- Strong verbal communication skills
- Phone etiquette
- Geographical knowledge of the Denver metro area and surrounding suburbs
- Knowledge of simple communication techniques that help manage stressful situations
- Telecommunications industry and/or network data industry knowledge desired
- Sales and/or Marketing experience a plus
- Follow all company procedures and protocols
- Assess customer requirements and make appropriate recommendations
- Cooperate with other team members and share information across the organization
- Build positive relationships with customers and other team members

Work Environment:

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The noise level in the work environment is usually moderate.

Physical Demands:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.



The employee must occasionally lift and/or move up to 25 pounds. Specific vision abilities required by this job include close vision, distance vision and peripheral vision. While performing the duties of this job, the employee is frequently required to stand, walk, sit; use hands, reach with hands/arm, talk and hear. The employee is occasionally required to stoop, kneel, crouch, or crawl.

We offer competitive base salary and benefits.

Please send resumes to: recruiter@asktechnolink.com

Website: www.technolinkrockies.com