

As a strategic service provider, Internetnetwork Engineering (IE) provides customized technology solutions that make a positive business impact for mid-market and enterprise clients throughout the Southeast. For example, we're helping healthcare companies provide world-class care, educators inspire learners wherever and whenever, and governments deliver smart services while conserving precious resources.

These are just a few examples of the exciting and challenging work we perform every day. To continue our success, we need the best and brightest minds to join the IE family. We're growing and are looking for top performers who are passionate, team-oriented, and are inspired by the possibilities of tomorrow and able to inspire others. If your goal is to help solve complex problems for large businesses and organizations that have a purposeful impact on people's lives, we want to hear from you!

We provide a challenging, fun, and fast-paced work environment with a focus on personal and professional growth and work-life balance. If you're ready to take the next step in your career and provide meaningful business and technology advice with exceptional customer service, apply by emailing your resume and a cover letter to: [careers@ineteng.com](mailto:careers@ineteng.com).

The **Mid-Market Account Manager** is responsible for converting prospects to clients as well as maintaining relationships and closing opportunities with current clients. Through insightful customer service and selling tailored solutions, the Account Manager turns current and prospective clients alike into raving fans of IE!

A successful candidate will have exceptional communication, business knowledge, and critical thinking skills as well as the ability to lead collaborative, cross-functional teams to help clients improve business outcomes.

## What you'll do:

- Identify business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options
- Maintain relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements
- Identify product improvements or new products by remaining current on industry trends, market activities, and competitors
- Maintain quality service by establishing and carrying out organizational standards
- Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, benchmarking state-of-the-art practices, and participating in professional societies
- Identify target accounts within assigned geography and utilize networking, research, or other methods to open doors
- Build relationships with key client executives and employees to understand key business initiatives and desired business outcomes
- Develop sales strategy utilizing IE and partner resources, as needed, to exceed client expectations

- Execute sales strategy and lead cross-functional team while exceeding client expectations for accuracy, timeliness, and budget
- Develop proposals, manage quoting process, deliver customer presentations and close sales
- Update CRM and provide reporting as needed
- Meet or exceed sales quotas as put forth by the company Internetwork Engineering

## Who you'll work with:

The **Mid-Market Account Manager** reports to the Regional Sales Manager, and has collaborative relationships with Marketing, Pre-Sales, Project Managers, Engineers, Client Services, and Accounting.

## What we're looking for:

- Bachelor's or master's degree in business, technology or related field, or equivalent experience
- 5+ years minimum experience selling technology solutions including collaboration, datacenter, network and security to Mid-Market clients (1000+ employees)
- Proven track record of acquiring and managing territory accounts
- Ability to work independently and prioritize tasks to meet goals
- Ability to manage long and complex sales cycles
- Experienced in multi-level selling and tactfully navigating complex organizations
- Excellent active-listening and presentation skills
- Excellent written and verbal communications skills
- Ability to quickly research, organize, and incorporate information from multiple sources
- Requires a consultative, solution-oriented approach to solving client needs
- Requires strong understanding of financial selling models
- Ability to travel daily with occasional overnight stays as required
- Existing relationships with business and IT buyers of technology a plus

## Compensation:

Compensation for this role will consist of base salary plus commission. Total on-target earnings will be based on the candidate's experience, work history, overall fit for the position, and attainment of defined metrics. IE offers a competitive benefits package including health insurance and matching 401K.

## How to apply:

Please email your cover letter and resume to [careers@ineteng.com](mailto:careers@ineteng.com). For more information about IE, please visit: [www.ineteng.com/careers](http://www.ineteng.com/careers).