



## Job Description

<b>Job Title:</b>	<b>Strategic Account Manager</b>	<b>Job Code:</b>	<b>SAM</b>
<b>Job Status:</b>	<b>Full Time</b>	<b>Location:</b>	<b>Various</b>
		<b>Department:</b>	<b>Sales</b>

### Job Summary

The Strategic Account Manager will be responsible for selling US Signal's services into mid to large business clients. The role will require the SAM to prospect and sell into new business clients along with developing and building relationships within those sold accounts to maximize the revenue potential of the account.

### Functions/Responsibilities

- Accountable for meeting and/or exceeding assigned sales goals and monthly revenue quota by directly selling US Signal's data service offerings which includes Managed Services and Managed Data Center Services, Ethernet, Private Line, Dedicated Internet,
- Responsible for developing sales in the designated target market by identifying new sales opportunities, contacting prospective customers, cold calling, premise visits, networking, lead generation, proposal submission, and customer appointments.
- Must provide exceptional customer service on a daily basis.
- Experience selling to and closing at CEO, CIO, IT Director and Manager Levels.
- Must be self-motivated and self-disciplined and provide timely follow-up to all customer requests.
- Partner with customers through a strategic and consultative sales approach to understand their business needs, issues, strategies and priorities to deliver a value-adding business solution.
- Manage sales funnel to analyze and manage pipeline activity and monitor sales activity against assigned quotas.

### Competencies

- Must be persistent, aggressive and possess hunting mentality which includes strong qualifying and closing skills to all levels.
- Ability and willingness to demonstrate a consultative approach with customers.



- Excellent verbal and written communication skills and be able to present in both small and large group settings.
- Superior organizational skills to maintain accurate records on daily activities and results.
- Strong sense of urgency.
- Ability and willingness to work well in a team environment and communicate effectively within US Signal as well as external customers and vendors.
- Demonstrated ability to work well independently with minimal supervision assuming accountability for achieving results.
- Proficient with MS Word, Excel and PowerPoint.

#### **Education**

- Bachelor's Degree preferred.

#### **Experience**

- Minimum of 5 years in Telecommunications sales or related high tech industry.
- Experience selling IP, Ethernet and Managed Data Center services.
- Familiar with local marketplace, companies, and community in geography stated above.
- A history of successful quota and/or sales objective attainment.
- Ideal candidate would also have experience selling Cloud based Infrastructure as a Service (IaaS) solution.