

Role: Account Manager, Channel & Direct Sales

Reports Directly To: VP of Global Sales
Last update: 6/12/2018

Entry Level for the right person or preferably 1-3 years of experience - Are you a college grad or experienced sales professional that wants to be in technology sales? Sunset Learning Institute has an Account Manager position open. Be a part of an exciting new growth cloud technology training industry and connect with commercial clients. No experience necessary but some is preferred. The right fit would be someone who has a college degree, hard-working, loves technology, highly motivated to learn and ask the right questions of information technology clients. This is a fantastic opportunity for the person with complex thinking and strategy skills, while providing solutions with the supervision and assistance of our fantastic team. Salary is commensurate upon experience. We welcome an eager, forward thinking, motivated person to join our team and SLI family!

Exclusively Accountable For:

An Account Manager of Channel & Direct Sales is exclusively accountable for the following:

- Executing on his/her annual sales strategic business plans to achieve revenue results, market development, and market share as agreed to and defined with the VP of Global Sales.

Measures:

The primary success measures for the Account Manager, Channel & Direct Sales to include, but are not limited to the following:

- Achieve his/her monthly, quarterly, and annual sales goals.
- Delivering on any sales strategic objectives and goals defined by the VP of Global Sales and supported by the CEO.

Specific Responsibilities:

The Account Manager of Channel & Direct Sales is responsible for:

- Developing and prospecting managed accounts to result in achievement of a forecasted sales goal.
- Developing and prospecting geographical areas, as defined by the VP of Global Sales to result in achievement of a forecasted sales goal in that geographic region.
- Maintaining an expanding sales pipeline of net new customers and opportunities to contribute to managed accounts portfolio.
- Participate in weekly/monthly/quarterly Sales Leadership Calls, when requested by the VP of Global Sales.

Notable Tasks that are part of this role:

The following are notable tasks that are required to perform this role. They include, but are not limited to the following:

- Participating and arranging customer calls and in-person/virtual meetings, to develop and achieve sales goals.
- Participating and arranging customer and technology partner channel partner events, to develop and achieve sales goals.
- Developing quarterly business plans to support sales goal achievement.