

<b>Job title:</b>	Account Manager – LMR/Microwave/Satellite
<b>Department:</b>	Sales
<b>Location:</b>	Houston, TX
<b>Supervisor:</b>	VP Land Sales

## JOB DESCRIPTION

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### Job purpose:

The Senior Account Manager will be responsible for direct and indirect sales and related business activities in and around the assigned territory. The primary objective is to grow market share in the territory by calling on current and prospective accounts.

### Duties and responsibilities:

- Develop sales strategy to meet company goals and revenues.
- Build relationships with customers to discover their business objectives.
- Identify new market opportunity to increase sales.
- Manage and maintain existing accounts.
- Build solid relationships with customers at various levels in their organization.
- Educate customers on new and existing products and solutions.
- Locate and identify new opportunities.
- Help develop dealer and SP sales with product promotions and incentives.
- Identify potential airtime opportunities and sales.
- Maintain weekly Pipeline to help follow up on potential sales.
- Sell hardware and airtime to end users and the dealer & SP network.
- Design a travel plan to maximize end user sales and support for dealer growth in the territory.
- Attend Trade Shows and Industry events as required
- Organize customer trainings for new or existing products and or procedures.
- Participate in formal and informal training about products.
- Work with operations and billing team to process account claims promptly and accurately

### Required Qualifications:

- A./ B.S. degree required
- 5+ years demonstrated sales experience in telecommunication field
- Strong communication and interpersonal skills
- Working knowledge of MS Office applications including Outlook, Word and Excel.
- Creative problem solver and team builder with skills to influence, implement and lead
- Must possess strong organizational skills, customer focus, team orientation
- 25%- 50% travel required.

### Direct reports:

- None

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**Disclaimer Statement:** This job description lists the essential functions of the position and is not intended to include every job duty and responsibility specific to a position. An employee may be required to perform other related duties not listed above provided that such duties are characteristic of that classification.