

Enterprise Account Manager

Acordis International Corp is leader in Technology & Solutions. Acordis works closely with clients to develop, implement, and support specific solutions to diverse network, communication, and information infrastructure needs. Acordis specializes in Data Management, Infrastructure Management, Storage Management, Systems Architecture, Managed IT services, IT Security, Cloud services, Digital Signage, Virtualization, Multifunctional Printers, Managed Print Services, Document Management Solutions, VOIP, and Wireless Networking solutions.

Acordis Partners with over 75 manufacturer's to offer "End to End solution". List of key manufacturer's include Cisco, Nimble, VMware, Citrix, HP, Lenovo, McAfee, Samsung, VMTurbo, Xerox, LG, Fujitsu, Barco and many more.

Job Requirements

This position is responsible for selling to large and medium size accounts.

- Drive the entire sales process: target top prospects, identify solutions, conduct demonstrations, negotiate, and close.
- 7+ years of high-level local market sales experience.
- Building relationships with new prospects.
- Telemarketing calls on daily basis.
- Accounts visits, setting up appointments.
- Face to face meetings with clients.
- Enter information in data base.
- Solutions selling.
- Effectively sell and promote over 75 manufacturer's we represent.
- Grow and manage a balanced pipeline across your assigned territory, achieving new business revenue growth.
- Deliver profitable new business revenue growth in assigned territory while meeting and exceeding revenue targets and relevant quotas.
- Effectively build a year-over-year track record of consistent performance and accountability using multiple sales approaches and managing complex sales into large enterprises.
- Persistence and a "do what it takes" attitude.
- Passion for sales and technology.
- Demonstrated track record of closing new business and exceeding sales targets.

YOUR TECHNOLOGY PARTNER

- Ability to sell consultatively by listening to customer needs and shaping a shared vision for a solution.

Requirements:

- Strong communication and interpersonal skills both internally and externally.
- 7+ years of selling experience; outside sales experience with track record.
- Ability to travel up to 25% of the time within the assigned territory.

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Acordis is an official Partner of Miami Heat & Miami Open! South Florida 2013, 2015 and 2016 Business of the year awards. INC. 5 list of fastest growing companies 2013, 2014, 2015 and 2016. Fastest growing company in South Florida.

Acordis is an Equal Employment Opportunity Employer