



Account Manager

Looking for a sales career in a growth industry? Solution sales are where the growth is!

We seek an experienced **Account Manager** who is passionate about solving technology problems. At Global Telecom Supply we have been providing complete voice and data solutions for nearly a decade. We focus on helping businesses all around New York City improve day-to-day profitability and productivity through telecom solutions at an affordable price.

Our strength is in our ability to collaborate with our customers. We take the time to understand current business challenges and future goals to assist our customers. If you're looking for a company to grow with, that values your efforts, and a place where your contributions matter then Global Telecom Supply might be the organization for you to build your sales career!

In this role you'll:

- **Be creative!** Use your experience, skills and imagination to develop strong B2B lead generation strategies along with the qualified leads we provide to fill your prospect pipeline.
- **Be Visible!** Talking to people is what you'll do so you'll need to be a natural at it and enjoy being responsible for marketing the latest technology by cold call on business owners and C-level executives.
- **Be Entrepreneurial!** Our most successful sales representatives treat this business like their own. They manage the complete sales cycle by making appointments, conducting needs-analysis, leading on-site assessments, generating proposals, developing cost justifications and closing sales.
- **Be Driven!** Independently drive your activities and knowledge to best manage your sales territory to prospect net new opportunities and expand sales within existing accounts to achieve your sales goals.
- **Build a career, not a job!** The sky's the limit on what you can do here. Our focus is all about you as our employee— We understand that if we take care of our employees, then they will take care of our clients. Be part of a successful sales team with committed local leadership who will support your efforts.

At Global Telecom Supply we value the individual and their abilities. For your initiative you'll be rewarded with:

- A compensation plan that rewards success (salary + commission + bonus/promotions).
- A complete benefit package:
 - 401k with dollar for dollar matching
 - 50% paid towards medical insurance
 - Paid holidays
 - Paid vacation
 - Exciting bonuses
 - 5% discount on Verizon wireless service
- Training to advance your professional development and grow your sales career.
- A great work environment that fosters partnership and growth.

To be successful in this role you'll need:

- 2+ years sales experience in telecom industry required, and a demonstrated desire to succeed in sales.
- To have a professionally persistent ability to make repeated calls and emails to gain access to C-level buyers.
- Ability to sell value by helping customers envision how technology can save them money and/or increase productivity.
- Excellent verbal and written communication skills with the ability to present in front of both large and small groups.
- Proven prospecting and negotiation skills.

- The ability to look for new customers and new business within existing customer accounts.
- The ability to utilize the CRM system and to manage the sales funnel.
- Reliable transportation with a valid driver's license.
- Bachelor's degree preferred, but not required.
- Knowledge of following products/systems/technologies a plus:
 - PBX B2B Sales (Analog/Digital/IP/Hosted)
 - Edge Networking
 - IP Surveillance
 - Carrier Services
 - Avaya
 - Mitel
 - Cisco
 - RingCentral
 - Polycom
 - HP
 - Samsung (Hanwa Techwin)

Contact us today with your resume, at resumes@globaltelecomsupply.com if you have a passion for technology, a desire to own your future and earn customers' business through your own selling efforts!