



Job Title	Account Manager
Location	South Central Region
Job Summary	A highly energetic and motivated sales person to drive new product sales through our reseller sales channel to new and existing customers
Job Content	<ul style="list-style-type: none"> • Account Management throughout the South Central Region (Texas, Colorado, Arkansas, Kansas, New Mexico, Oklahoma, Louisiana) • Recruit and develop new resellers throughout the region • Grow, develop, and manage an active and dynamic pipeline • Train partner resellers within your assigned territory • Strategically work with the reseller partners to create new opportunities within their new and installed base of customers • Use Salesforce.com to track existing opportunities • Forecast opportunities and create activity to meet this forecast • Close business
Job Qualifications	<ul style="list-style-type: none"> • Highly energetic and tenacious • Strong written and verbal communications skills • Understands how to close a deal • Familiarity with salesforce.com or similar CRM systems • Extensive network within the storage channel • Proven track record within the South Central Region
Experience	5 years of similar sales experience
Education and Training	Bachelor's degree or related sales experience
Skills, Knowledge and Ability	<ul style="list-style-type: none"> • Ability to manage and maintain a pipeline • Familiarity with salesforce.com or similar CRM • Requires work within and beyond working hours for the timezone for the assigned territory • Ability to travel throughout the region