

Career Opportunity

Title: Senior Account Manager

Description:

Force Technology Solutions (Force Tech) is seeking a highly organized and self-directed Senior Account Manager. Force Tech is an engineering driven technology design/build company focused on professional audio, video, lighting, broadcast, IT, and control solutions. The day-to-day life of a Senior Account Manager could involve, but is not limited to, the following:

- Must have ability to work from home in a professional and distraction free environment.
- Developing and pursuing leads.
- Maintaining a sales presence with existing Clients of Force Tech.
- Product demos with Clients.
- Building quotes and proposals.
- Ensuring a high level of customer satisfaction through excellent sales service.
- Attending on-site meetings with Clients.
- Interfacing with other departments on behalf of the Sales Team.
- Assisting the Sales Team in designing systems.
- When necessary, providing support in other areas around the company. Force Tech is a small business and many of the employees fulfill multiple roles to assist in the bigger picture of the company.

Qualifications:

- Bachelor's or Associate's Degree in a technology or communication discipline (or equivalent experience), and manufacturer's training is preferred but not required for the right candidate.
- Excellent customer skills and consultative sales approach.
- 5+ years business-to-business outside sales experience selling AVLB technology to the public and private sectors.
- Track record of success in a flexible and highly technical environment.
- Strong negotiation and selling skills.
- Proven business development, account management, and relationship building skills.

- Must have a good work ethic and the ability to work within a team environment as well as independently.
- Able to take on tasks with little to no direction.
- Demonstrate a high level of organizational skills.
- Read building plans, room, and equipment layouts.
- Strong interpersonal and communication skills.
- Strong time management skills, specifically under tight deadlines.
- Must maintain a positive outlook with a strong sense of motivation and curiosity.
- Must maintain a high level of communication with others.
- Familiar with various communication protocols, specifically IP.
- Familiar with most concepts and components of associated AVLB systems.
- Mechanical aptitude with the ability to complete basic mathematical calculations.
- Excellent problem-solving skills.
- Ability to constantly assess situations and re-prioritize as necessary.
- Ability to handle multiple tasks daily and respond quickly and accurately to requests for assistance.
- Familiar with G-Suites, Excel, Word, or comparable software.
- Must adapt to a flexible schedule and be able to work outside of normal business hours and/or travel out of town as needed with little notice per project.
- Must maintain a valid driver's license with reliable personal transportation.
- Must be able to pass a background screening.
- Must be able to pass a drug test.

Compensation:

Base Salary + Commission: To be determined based on qualifications and experience.

Benefits:

- Excellent Employer-sponsored healthcare available.
- Employer matched 401K available after one (1) year.
- Advancement opportunities available via certifications & trade shows.
- Eight (8) paid holidays per year.
- One (1) week (5 days) of paid vacation time after six (6) months of employment.
- Two (2) weeks (10 days) of paid vacation time per year after one (1) year of employment.
- Three (3) weeks (15 days) of paid vacation time per year after six (6) years of employment.
- Five (5) paid sick/personal days per year after ninety (90) days of employment.