



Date: April 20th, 2010
Job Title: Manager, Strategic Accounts
Reports to: VP of Sales & Marketing
Pay Rate: Salary + Bonus
Pay Range: DOE

Manager, Strategic Accounts

Responsible for all sales activities, from lead generation through close in an assigned territory. Develops and implements agreed upon marketing plan which will meet both personal, team and business goals of expanding customer base in the specified markets. Works within the sales and support teams for the achievement of customer satisfaction, revenue generation, and long-term account goals in line with company vision and values. Responsibilities also include mentoring account executives in their assigned market verticals and growing the overall business unit. The ability to identify and secure new channel, direct and strategic partners is key.

The Strategic Account Manager is expected to:

1. Attain business unit sales quota and goals set by the company
2. Mentor Account Executives within defined territories and business units
3. Manage strategic accounts set by the company
4. Execute on all phases of the sales cycle such as;
 - Lead generation
 - Prospecting
 - Research
 - Proposal generation
 - Account management / optimization
5. Be an expert with respect to the competition
6. Identify market opportunities and strategic partners
7. Perform successful product demonstrations
8. Discuss & convey the benefits / advantages of a technology based product offering
9. Enter & track prospects, projects and associated notes with the sales contact database
10. Actively participate in weekly review meetings with sales team and executive management
11. Proven ability to communicate and influence cross-functional teams
12. Attend off site trade shows, industry events and meeting
13. Approximate travel 30%, including international (valid passport required)
14. Act as a leader in the company

Required experience & knowledge:

1. Minimum 5 - 10 years sales experience
2. Minimum 2 – 5 years solution sales experience
3. Experience managing, mentoring sales professionals
4. Demonstrated success identifying and closing new opportunities
5. Demonstrated the ability to identify, secure channel and strategic partners
6. Experience in the energy or building automation market preferred
7. Bachelor's degree in engineering, marketing, business or equivalent experience
8. Excellent written & verbal communication skills
9. Self starter with high level of integrity
10. Excellent teamwork skills

Please submit your resume to: careers@obvius.com