

Parker Technology, a VC backed, tech-led services company is looking to grow its direct sales force by adding an account manager to the existing sales team. In this position, the AM will be expected to maintain and deepen relationships within assigned accounts to drive additional growth. This position will report to our VP of Sales, Kent King.

As an Account Manager, you will play a key role in managing and expanding our strategic accounts, while collaborating across various departments to drive growth and ensure customer satisfaction. You will be a strategic partner to your assigned accounts, focusing on sales growth and problem solving with a persistent, results-driven approach.

General Responsibilities

- Serve as day-to-day point of contact for assigned accounts, manage communication internally and externally, develop and deepen relationships to maintain and grow accounts
- Be the subject matter expert for assigned accounts; understand their business, goals & objectives and industry trends
- Build and execute plans to increase account penetration and revenue
- Conduct regular account reviews with accounts to ensure continued understanding of their needs and uncover new opportunities; anticipate and resolve objections or concerns

Specific Tasks

- Sell to existing customers, uncover cross-sell/upsell opportunities
- Nurture and expand existing relationships within assigned accounts
- Build and maintain brand presence and loyalty within assigned accounts and propel displacement of competitors
- Build and execute on account plans to drive product delivery and penetration
- Collaborate with Regional Sales Representatives and internal departments to ensure alignment on strategies and customer requests
- Stay current with new products/services and pricing
- Maintain CRM system with status on assigned accounts and opportunities

Requirements

- 2-3 years of account management / sales experience (parking preferred, but not necessary)
- Excellent written and verbal communication skills
- Bachelor's Degree preferred
- Self-starter, able to contribute to company objectives with limited supervision

To be successful in this role, you should have previous experience sourcing new revenue growth, managing assigned accounts and meeting sales quotas. Compensation includes base salary, quarterly commissions based upon % to quota achievement along with a standard mid-sized company benefits package.

Apply Today

If you are motivated and results-driven, and enjoy working in a team environment, we'd like to meet you. Send your resume to sales@parkertechnology.com or fill out a form at parkertechnology.com/contact-us.