

Managed Services Account Manager

Pinnacle of Indiana, an Advanced Imaging Solutions Company, is a local provider of the most comprehensive suite of Technology Solutions in Northern Indiana and Southwest Michigan. We are a Microsoft Gold Partner with many certifications including cloud competencies.

We are in search of highly skilled individuals with solid professional experience to become a part of our growth and expansion. With a combined total of over 100 employees, we offer products and services that include the following:

- Infrastructure (IT) Design & Services
- Policy Based Firewalls and Threat Detection
- Business Continuity back-ups and cloud replication
- Network Switching and Access Points
- PC and Servers, VM
- Anti-Virus and Security updates/patching for PC's and Servers
- Security Awareness
- Office 365
- Cloud Workspace (Azure)
- Training included with offer

As a **Managed Services Account Manager**, you will be responsible to develop and execute the strategic sales business plan of the organization, while managing the full sales cycle of all deals in the assigned territory, following up on incoming or self-generated leads, answering industry, company and technical questions related to the sales process, and closing deals.

Essential Duties:

- Drive new business in selected accounts
- Use specialty expertise to penetrate new business accounts
- Work with internal and external partners to identify and formalize opportunities
- Report key metric including activities, opportunities, pipeline and forecast
- Participate in weekly sales meetings

Required Skills:

- Consulting sales in technology space, with focused experience selling at the executive suite level
- Demonstrated expertise in specialty, consultative, solution selling and business development skills to align the customer's needs with our solution to drive sales and close deals
- Demonstrated knowledge in IT infrastructure and networks
- Comprehensive knowledge of procurement options
- Experience in managing a regional territory
- Excellent written, verbal and formal presentation skills to client audiences ranging from technical implementers through C-Level

Computer Skills:

- Experience in utilizing CRM systems and data
- Microsoft Office Suite