



Senior Account Manager

intlx Solutions is an established technology leader with over 300 customers in the US. intlx Solutions provides a high quality customer experience with offerings for unified communications, security, contact center, cloud based communication platforms, connectivity and advanced technology solutions.

As intlx continues to grow, we are looking for a dynamic, high-performing Senior Account Manager that fits in with our company culture, bringing a positive and fun attitude to the team. The ideal candidate has a history of bringing on new customers, hitting sales quotas, and loves the challenges that come with outbound prospecting in a competitive market.

Responsibilities:

- Create detailed business plans to facilitate the attainment of goals and quotas
- Manage the sales cycle from finding a client, working assigned leads, to the final sale
- Unearth new opportunities through networking and turn them into long term partnerships
- Present intlx Solutions products and solutions to prospective clients
- Provide professional after-sales support to enhance the customers' loyalty
- Remain in contact with clients to understand their needs to uncover new opportunities
- Understand and stay current with partner registration programs and incentives
- Utilize company CRM tool and prospecting tools as directed by sales management
- Maintain consistent contact with all assigned accounts

Qualifications:

- Proven experience as a Senior Account Manager, or in other sales/customer service role
- Knowledge of market research, sales and negotiating principles
- Proficient in Google GSuite, knowledge of CRM software (eg. Oracle NetSuite) is a plus
- BS or BA in business administration, sales or marketing
- 3-10+ years experience selling Avaya, Cisco, Mitel communications platforms is required
- Min 3 years selling Avaya systems is preferred

Professional/Personal Skills:

- Solid communication skills, reasoning ability and people skills
- Superb listening skills
- Excellent oral and written communications skills, ability to present effectively
- Great interpersonal and collaboration skills and ability to work in a team environment
- Excellent negotiation and conflict resolution skills
- Demonstrated resilience and personal drive to succeed
- Enthusiastic passionate, and positive, with a "can do" attitude