



Open Position: Account Manager, Sales Development Team

Account Manager Job Description:

RocNet Supply is looking for talented new candidates for our Sales Development Team. Our hours of operation are Monday-Friday 8am-5pm; no weekends and less than 10% travel. Our Sales Development Team will be asked to contact our existing customer base as well as prospective customers to generate leads and opportunities. This position will entail developing, fostering and growing customer relationships within an assigned region, while meeting and exceeding assigned sales goals.

We are looking for organized, professional individuals with a working knowledge of CRM's and Microsoft Office products. Candidates must be team oriented, self-motivated and highly effective on the phone to achieve performance-based goals. This role will involve working closely with a senior sales rep to develop and close business opportunities. Advancement will be available for organized, motivated, goal-achieving employees. Candidates with working knowledge of Telecom Service providers and IP Networking equipment are preferred but not required. Our Senior sales team will work closely with the Account Manager role to educate, support and grow the capabilities of the Account Manager.

Requirements:

- Proven self-starter with motivated attitude to grow professionally
- Proven success in a sales environment preferred
- Self-disciplined, with the ability to work with minimal supervision
- Successful cold-calling experience preferred
- Ability to profile prospects and overcome objections to generate quality opportunities for the sales team
- Strong customer-service orientation
- Must be very comfortable using the phone for sales activity
- Exhibit strong teamwork and interpersonal skills
- Ability to communicate effectively both verbally and in written form
- Strong preference for the role to be located at our Rochester NY HQ location

Compensation:

- Competitive base salary and a commission plan focused on profitable customer growth

Benefits:

- 401K Program with company match
- 100% Healthcare benefits
- 2 Weeks vacation
- Laptop and Cell Phone provided