

DigitalBridge Communications: Account Manager

SUMMARY

The Account Manager (AM) is responsible for managing the sales and marketing activities of our retail agents, including but not limited to channel growth, account management and order processing.

QUALIFICATIONS

- 2-3 years sales experience.
- College degree or equivalent experience.
- Demonstrated communication, presentation and listening skills.
- Ability to manage agent relationships.
- Successful track record with notable accomplishments.
- Understanding of telecommunications or technical consumer sales a plus.

JOB TASKS

- Recruit sufficient number of qualified retail agents to meet sales goals.
- Develop and execute sales plan to meet sales goals.
- Train retail agents on our products, services and order processing.
- Assist retail agents with marketing, merchandising and POS activities.
- Manage contractual issues between DBC and retail agents.
- Collaborate with other departments to ensure satisfaction of orders obtained through retail agent.
- Establish relationships with key business and civic organizations in assigned territory.
- Leverage creative and effective lead generation and sales techniques, including guerrilla marketing/grass roots marketing, special events presentations, and residential neighborhood canvassing
- Manage prospect funnel effectively
- Maintain high presentation-to-close ratios
- Significant travel required as needed within the assigned territory to meet sales goals.

WORK RELATIONSHIPS

- Reports to General Manager/Market Manager.
- Works with Marketing Department to execute marketing plan in assigned territory.
- Works with NOC personnel to fulfill orders.

COMPENSATION & BENEFITS

- Competitive base salary based on experience.
- Uncapped sales commissions
- Company paid medical, dental, vision and life insurance-no waiting period.
- Flexible health care spending accounts.
- 401k with matching company contributions.
- Generous paid time off policy with 9 paid holidays.
- Exempt position.

WORK SCHEDULE

- 8 am to 5 pm Monday through Friday, and occasional evenings and weekends.

TO APPLY please send resumes to: resumes@dbcmail.com