



## Sales Account Manager

MicroAge Manitoba provides small and medium sized organizations across the province with managed IT services and business technologies, supported by a team of skilled professionals.

We are currently looking for an experienced Account Manager to join our team. As an Account Manager, you will be responsible for prospecting and qualifying new sales opportunities; farming active customers to up-sell products and services; performing onsite and online demonstrations; proposing and closing managed service contracts; and the sale of services and products.

### Responsibilities:

- Build and maintain long-term relationships with new and existing customers
- Provide timely and effective solutions aligned with clients' needs
- Cross-selling and up-selling services and solutions to existing accounts
- Qualify new sales opportunities for current customers
- Arrange business meetings with prospective clients
- Receive requests for service and product details from customers and provide timely responses
- Conduct onsite or online presentations that showcase the services and products of the company to active customers
- Work with management to develop proposals, quotes and respond to customer requests.
- Effectively communicate features and benefits of solutions and manage prospect expectations throughout the lifecycle of the account.
- Maintain in-depth product knowledge of the service offerings of the company.
- Perform sales procedures through activities and opportunities in the company CRM and remain compliant with defined policies and procedures.

### What You Bring:

- Proven sales and account management experience, meeting or exceeding targets.
- Excellent communication/presentation skills and ability to build relationships
- Demonstrable experience in negotiation and meeting client requirements
- Proven ability to drive the sales process from plan to close
- Understanding of sales performance metrics
- Time management and planning skills
- You are enthusiastic, passionate and results oriented

### Apply Today!

For those candidates who are interested, please send your resume to [sales@microagemanitoba.com](mailto:sales@microagemanitoba.com) to apply for this position.

Only candidates with sales and account management experience will be contacted. We thank you for all those who apply.