



## MicroAge Kingston

MicroAge is Kingston's leading full-service IT outsourcing firm for small- to medium-sized businesses. As a leading IT consulting firm in Kingston, our in-house Canadian team delivers industry leading Managed IT Services, IT Support Services, IT Outsourcing Services, Tech Support Services and Cloud Services.

Joining MicroAge means you are part of a team that has proven to be one of the industry's best. MicroAge Kingston is a 2-time recipient of the "Canada's Top 50 Best Managed IT Companies" award for 2017 and 2018. MicroAge Kingston also ranked as one of the Best 501 IT Companies in a Global survey for 2018. Top performers will be challenged in this environment as they increase their knowledge and grow professionally.

At MicroAge, you can join a warm, passionate and dynamic team with a stimulating work atmosphere. Our employees enjoy a friendly, business casual work environment, opportunities for career development through skills training and advancement, as well as a chance to make a difference for the clients we help each day. If you want to grow in your knowledge and confidence in managing leading edge IT, then you should look at MicroAge.

## About this position: Client Account Manager – IT Services

### Skills and Qualities

- B2B sales experience with proven track record of personal/entrepreneurial success is an asset
- Ability to work in a team environment through supporting others
- Experience generating quotes and proposals, ideally for technology solutions
- Genuine interest in seeing clients succeed through the effective use of technology
- Ability to understand technology at a high level, and translate business needs into solutions
- 2+ Years Experience in a Sales/Service role is desirable
- Strong customer facing communication skills
- Excellent written communication skills
- Prior IT sales experience is an asset but not required
- University or College degree desired, preferably in Sales/Marketing or Business Administration
- Ability and commitment to achieve vendor specific sales-certifications with our key business partners
- Strong working knowledge of Business Network Fundamentals is desirable
- Ability to multitask, work within deadlines and exceed expectations
- Possess a reliable vehicle and have the ability to travel locally.

### We offer:

- Competitive remuneration: salary, commission and bonus opportunity
- Comprehensive employee benefits package
- Training, coaching and mentoring within a challenging and rewarding work environment
- Opportunity for personal and professional growth with the possibility for advancement within the Company

## How to apply for this position

If interested, please forward your resume by email (attach a Word or PDF document) to [AwesomeJobs@microagekingston.ca](mailto:AwesomeJobs@microagekingston.ca). During this phase of our recruiting effort, we will not accept telephone calls. Only those candidates meeting the requirements will be contacted.

