

Inside Sales Account Manager

Division: Howard Technology Solutions

Location: Ellisville, MS

Equal Opportunity Employer Vet/Disabled

Job Description

ABOUT HOWARD TECHNOLOGY SOLUTIONS

Howard Technology Solutions is a premier retailer of brand name computers, consumer electronics, computer-related accessories, technology supplies and complete technology solutions. Our talented team is our driving force behind our world class customer service, our continuous growth, and our increasing success. With the backing of our parent company, Howard Industries Inc., which includes over 4000 team members and generates over \$1 billion in revenue, and partnering with great brands such as HP, Lenovo, Cisco, Microsoft and Epson, we have rapidly gained market share in the industry and are looking to expand our team to help us take our company into the future.

SUMMARY OF POSITION

Howard Technology Solutions is a rapidly expanding technology solutions provider for the Healthcare, K-12, Higher Education, Government and Commercial markets. HTS is looking for a motivated, well-organized Inside Sales Account Manager to join our team.

The Inside Sales Account Manager, along with the outside Account Executive, is responsible for the promotion and sale of technology solutions to one of the designated segments: educational institutions, business organizations, government agencies, healthcare, and long-term care facilities. This individual will collaborate and consult with existing and new customers to determine their needs, create solutions, and ensure a smooth sales process. The Inside Sales Account Manager will provide continuity within the territory as a single, consistent connection point for prospects, customers, and partners, while collaborating with Howard Account Executives.

Responsibilities

- Maintain and grow account base through proper balance of maintenance and prospecting phone calls
- Work closely with an outside Account Executive in a specific territory
- Renewing relationships with past buyers to drive future business
- Establish and expand relationships with key executives and decision makers
- Demonstrate ability to close sales and overcome customer objections
- Position HTS's solutions as a strategic advantage to our customer's long term needs
- Work with clients to understand their business issues and provide solutions that meet their needs (Consultative selling)
- Process quotes and price products using HTS systems and pricing policy
- Achieve upsell/cross-sell targets to enhance order value
- Resolve customer issues
- Follow up on customers' requests for assistance, literature, price quotes, etc., to establish a high standard of service
- Achieve monthly sales goals and quotas
- Participate in training, including product training, systems training and sales techniques
- Manage time effectively and profitably

Skills/Qualifications

- MINIMUM QUALIFICATIONS
 - Excellent communication skills through both phone and email
 - Strong interest in sales and working in a fast paced environment
 - Ability to multitask and meet multiple simultaneous demands
 - Corporate level proficiency in MS Word, Excel, PowerPoint, official e-mailing, and computer skills, etc.
 - Basic working knowledge of the technology industry (or a desire to learn) including PC hardware and software, networking, and audio visual products, and the ability to determine how these products align to meet our customers present and future needs
 - Desire for performance driven compensation

PREFERENCES

- Associate's or Bachelor's degree is preferred

COMPENSATION

- Base Pay + Commission
- Monthly Incentive Program

Benefits

- Medical Insurance
- Dental Insurance
- Disability Insurance
- Life Insurance
- 401K Retirement
- Education Reimbursement
- Paid Holidays
- Paid Vacations

Salary Dependent upon experience

Career Level Required Entry Level

Experience Required 0 to 1 year

Education Required High School Diploma

Job Type Employee

Job Status Full-Time

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