

DATOTEL



ACCOUNT MANAGER

DEPARTMENT: Datotel Sales

REPORTS TO: Vice President of Sales

LOCATION: St. Louis, MO

SUMMARY: Apply consultative, solution-based selling and problem solving skills to effectively position the products and services of Datotel.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Identify, qualify, and develop opportunities within our existing client base, while creating value in a way that differentiates Datotel from its competition.
- Respond to RFPs, prepare client presentations and play a key role in contract negotiations.
- Establish and maintain customer relationships through a variety of avenues, ensuring exceptional customer satisfaction.
- Understand the critical aspects of Datotel's services and be able to communicate them intelligently to both clients and the management team.

QUALIFICATIONS

Employment Pre-requisites:

- 5+ years of successful consultative selling experience. Experience in information technology, telecommunication, or a related industry is highly desired.
- Must have successful experience calling on "C" level decision makers.
- Must have the ability to adapt to quickly identify and adjust to the varying client-dependent and solution-specific sales cycles.

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- Must have experience as a “top” sales rep with a successful track record of overcoming obstacles, closing accounts, and developing and maintaining client relationships.
- Must be a passionate, driven, self-starter who demonstrates ability to function independently without large support resources. Must be able to cold call as needed, build pipeline, and report on progress.
- Strong computer skills.
- Must demonstrate all of the core values of the company: Passion, Integrity, Fun, Teamwork, Add Superior Business Value To Clients and Improving The Community In Which We Work.

To apply for this position, please submit your resume to Jim Hayden at:

jhayden@datotel.com