



ACCOUNT MANAGER

Job Description

The Account Manager is responsible for selling all Videolink products and services to an assigned group of clients. This individual cultivates and grows customer relationships by providing top-quality service and by formulating solutions that meet and exceed our clients' needs. The Account Manager also works to expand relationships with our clients by introducing new service offerings and developing relationships with new individuals within the account.

Skills

- Strong communications skills, both oral and written.
- Ability to listen, probe and communicate complex concepts.
- Ability and motivation to sustain high activity levels.
- The ability to work simultaneously on multiple clients' projects
- Ability to work with online tools like Salesforce.com and quickly learn to work with internal ERP systems.
- Minimum 2 years of sales or support experience in video production and transmission services a must.
- Proven track record of exceeding targets and financial rewards
- Bachelor's Degree required