



WE ARE HIRING **SALES & BUSINESS DEVELOPMENT ACCOUNT MANAGER**

Our Call Center/Public Safety Division is looking for responsible Account Managers to handle sales of call recording and workforce optimization software solutions. Must be self-sufficient and able to manage the entire sales process to ensure delivery against key performance metrics. Strong emphasis on new business sales while expanding existing accounts through up-selling and leveraging relationships. We provide voice and data recording for Call Centers and Public Safety, but also add enhancements like Quality Monitoring, Speech Analytics, and Workforce Management (WFM). An ideal candidate will have experience in Contact Center, Public Safety, or software sales.

Principal Duties and Essential Responsibilities:

- Execute the Company's sales strategies and achieve established sales quota by identifying business opportunities through territory management, target account prospecting and profiling.
- Thoroughly assess the customer's needs and present an appropriate sales solution, utilizing where appropriate, the region's Solutions Engineer(s) as needed.
- Provide effective sales presentations/product demonstrations to prospective customer management.
- Maintain effective relationships with established customers and develop strategies to maximize revenue opportunities through increased portfolio usage.
- Provide the sales management team with accurate and timely reporting of activities including weekly and monthly sales forecasts, the status of the sales pipeline and results of prospecting activities.
- Provide routine updates to the Company's sales database with account activity and status.
- Maintain a thorough on-going knowledge of Sound Communications products and technology, as well as industry trends.

Minimum Requirements:

- Minimum seven (5) years of direct sales experience within the enterprise software industry, selling complex software solutions such as Workforce Planning, Call Center Recording and/or Monitoring solutions, ERP, CRM, or related system sales.
- Must have demonstrated track record of sales success with high dollar value technology product/solutions.
- Must be able to prospect and identify business opportunities, conduct needs analysis and present and close solutions sales to targeted accounts.
- Professional presentation and communication skills, both written and verbal are required with the ability to present and establish relationships with customer's senior level executives.
- Must possess excellent negotiation and closing skills.
- Self-motivated.
- Strong attention to detail.

**Comprehensive total
compensation and benefits**

**Medical, Dental, Vision and Life
Insurance**

**401 K with generous company
match**

Much More

**Work with a market
leader**

**SOUND
COMMUNICATIONS INC.**

3474 Park Street
Grove City OH 43123
614-875-8500

SCI is an equal opportunity/affirmative action employer. It does not discriminate against applicants or employees on the basis of race, color, religion, creed, national origin, ancestry, disability that can be reasonably accommodated with undue hardship, sex, sexual orientation, age, citizenship, marital or veteran status, or any other legally protected status.

Apply: careers@soundcommunications.com