



P.O. Box 6379, Wheeling, WV 26003
Phone: 1-800-999-3723
www.staleycom.com

Account Manager

Job Title: Account Manager

Job Location: Zanesville, OH

Position Type: Full Time – Mid-Level

Benefits: Medical, Dental, 401K, Phone, Car Allowance, Bonuses, and other incentives

Company Overview:

Staley Communication specializes in the design, integration, maintenance, and sales of voice and data communications systems for a diverse customer base; primary verticals are public safety, transportation, utilities, mining, and manufacturing. Technologies covered include: Land Mobile Radio (LMR), microwave communications, networking – local and wide area, E911 telephone networks, mobile data systems, wireless surveillance solutions, and SCADA systems.

Job Description:

Staley Communication, Inc. seeking an energetic, self-motivated Outside Sales Representative focused on driving customer satisfaction and promoting our full line of products and services. The candidate will be responsible for generating new business and maintaining existing accounts within his or her assigned territory. The account manager is expected to maintain a thorough understanding of company capabilities and services through continuous training and effectively communicate all offerings to the client.

Primary Responsibilities:

- Responsible for all client interactions and conflict resolution
- Pursue new business opportunities through aggressively prospecting and cold calling potential clients
- Provide regular two-way communication between the client and team, ensure all issues are dealt with efficiently, and set proper customer expectations
- Identify customer requirements and goals and offer technically compelling solutions based on company product and service offerings
- Prepare proposals and quotations for clients
- Proactively follow-up with each customer after a sale to guarantee product and customer satisfaction
- Ability to work independently without close supervision
- Prepare and submit daily/weekly sales reports to management
- Manage sales funnel and forecasting effectively

Requirements:

- Undergraduate degree
- Electronic communication and computer skills
- Ability to build and develop relationships quickly with key decision makers
- Presentable, motivated self-starter
- A goal driven personality with a need-to-win attitude
- Two to five years B2B experience
- Ability to pass a criminal background and drug screen

Please send cover letter and resume to jbarre@staleycom.com or:

Staley Communication, Inc.

Attn: Jackie Barre

P.O. Box 6379

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