

WE ARE HIRING

Account Managers

Altek Business Systems is hiring B2B Account Managers. Our Account Managers are excited by the idea of getting out from behind a desk and experiencing the world of business firsthand. We are looking for entrepreneurial candidates who take pride in the measurable results of their work – from savings in their clients' bottom lines and individual contributions to the sales team goals. They crave constant learning and development, and will be able to manage themselves and their time very effectively.

Our Account Managers are responsible for cultivating new business in their defined territory, as well as managing their current account and coordinating complex projects.

What employees get out of a career at Altek:

- A clear path of career advancement and upward mobility based on transparent benchmarks
- Mentoring and training from day one to provide all the skills and tools needed to be successful
- Field support from solutions specialists and managers
- Transparent communication of financial goals and results
- Recognition and promotion based on performance
- Thorough training for confident, empowered quick-minded in-field decisions
- Open-door policy encourages direct interaction with C-level colleagues and president
- Competitive compensation plan, including base salary plus commission

TRAINING

Professional development and education are the focus of Altek's culture. Through the first 90 days, new Account Managers receive a thorough training to understand the industry. Classroom instruction begins at onboarding with an extensive and rigorous 2-week course called Foundations. New Account Managers receive one-on-one field mentoring, online class certifications, classroom training, and professional manufacturer training.

Once the Account Managers complete their Foundations training, we work alongside them their first 90 days to advance their sales process mastery, sales skills and solution expertise to help springboard them to their highest potential.

Ongoing Training Includes:

- Senior Staff Mentoring
- Access to extensive reference library and digital learning paths through Manufacturers
- Solution and technology training from our partners
- One-on-one cold calling with Management
- Weekly sales training courses and workshops
- Annual Sales competitions
- Annual professional sales training seminars

RESPONSIBILITIES

- Manage assigned territory
- Prospect via cold calling and phone calls for new business development
- Manage accounts and design appropriate solution based on clients' needs
- Conduct solutions and technology demonstrations
- Present the Altek value proposition to decision makers
- Write proposals and negotiate terms of contracts
- Measure and report ROI of efforts
- Build long-term relationship with clients.

Altek's ideal candidate will be a self-starter with excellent communication skills, high level of energy, positive attitude and competitive drive to be the best. Ideal candidates are passionate, adaptable, resourceful, highly dependable, and embrace technological innovation.

BENEFITS

- Company vehicle as Entry Level Account Manager
- Health Insurance effective 1st of the month 30 days after hire date
- Prescription Drug
- Dental
- Vision
- Short- & Long-term Disability
- Life Insurance
- Accidental Death & Dismemberment
- Company Matched 401(k) after 1 year
- Employee Referral- up to \$1500
- Paid Holidays
- Earned Vacation time beginning after 4 months

APPLY TODAY

<http://www.altekimaging.com/careers>