Altek

Headquarters: Telford, PA | 215.721.9355
serving Pennsylvania & New Jersey
altekimaging.com

WE'RE HIRING

ACCOUNT MANAGER

ABOUT US

Altek Business Systems, established in 1991 by Ray Derstine, is dedicated to delivering exceptional service and innovative solutions to its customers. For over three decades, we have specialized in designing customized workflows and providing cutting-edge business solutions to help local companies thrive. Recognizing that technology is a key strategic advantage, we are committed to empowering businesses to succeed and positively impact their communities.

We are recruiting a B2B Account Manager to drive business development. Our Account Managers thrive on stepping beyond the desk and immersing themselves in the business world. We seek entrepreneurial-minded candidates who take pride in delivering measurable results — helping clients save, contributing to sales goals, and driving success. Ideal candidates are self-motivated, eager to learn, and skilled at managing their time effectively.

RESPONSIBILITIES

- Manage assigned territory
- Prospect via cold calling 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

TRAINING AND PERKS

- 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 professional sales training seminars
- Annual sales competitions and President's Club vacation

To learn more and apply:
Adam Volpe
215.721.9355 x125
avolpe@altekimaging.com

Visit our website:
altekimaging.com/careers

BENEFITS AND DETAILS

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POSITION: ACCOUNT MANAGER

WE PROVIDE GREAT BENEFITS

- A clear path of career advancement and upward mobility based on transparent benchmarks
- 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-suite colleagues and President
- Field support from solutions specialists and managers
- SalesForce CRM for managing customer relationships, streamlining processes, and improving profitability
- Custom marketing for territory
- Company-issued laptop and mobile phone

DETAILS

Salary and Commission
Full-time
Monday - Friday
8am - 5pm
Holidays and PTO
Medical and Dental
Life Insurance
401k Plan

CONTINUED GROWTH

Professional development and education are the focus of At Altek, professional development is a priority. New Account Managers begin with Foundations, an intensive two-week onboarding course, followed by 90 days of hands-on training that includes field mentoring, online certifications, and manufacturer training. We provide ongoing support to refine sales skills, industry expertise, and solution mastery—helping each Account Manager reach their full potential.

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