

## Seeking Account Manager for Pacoima CA

### I. JOB SUMMARY for Account Manager Pacoima CA

Attains revenue and profit goals in assigned territory through the development and maintenance of long term business to business relationships. Plays critical role in the realization of the vision of Reddaway as the transportation provider of choice.

Responsibilities:

### II. ESSENTIAL DUTIES AND RESPONSIBILITIES for Account Manager Pacoima CA

Actively pursue and qualify valued business opportunities. Demonstrate an understanding of the prospects' perspective and frame of reference and document their needs and requirements. Be able to discuss prospect's major products, services and processes. Understand the "power" relationships in an organization and use the information to target decision-makers. Implement successful selling strategies/techniques. Build persuasive arguments to convince other to take action.

Manage new and established account development for continued revenue and profit growth. Influence the client's transportation strategy using market and competitor information. Define and propose specific approaches to meet and exceed consumer needs. Consistently develop plans for sales opportunities for best clients/targets.

Present recommendations in a manner that gains acceptance and agreement. Demonstrate flexibility in achieving mutually agreeable win/win solutions. Identify situations requiring effective negotiation and maintain positive client relationships throughout any issue resolution process.

Develop a reputation as a creative, sales resource. Set a positive example that others choose to follow. Be viewed as credible, knowledgeable and sincere.

Take ownership in the work; invest in the outcome. Advance expertise and value by increasing knowledge of products, services and pricing. Expend effort to improve work quality. Seek opportunities to maximize contribution in current role. Take calculated entrepreneurial risks to improve performance.

Qualifications for Account Manager Pacoima CA:

### III. REQUIREMENTS

Three to five years of proven sales experience in a highly competitive business to business network. Demonstrated ability to achieve business goals of profit and growth.

Proven effective prospecting, presentation and closing skills. Strong territory management skills.

Ability to express ideas clearly and concisely while adapting communication content to level of audience. Ability to listen actively and to respond to questions with complete and accurate answers. Ability to communicate appropriately with various people at all levels.

Must be assertive, goal oriented, resourceful, persistent, creative. Must act with appropriate self-assurance; remaining poised in uncertain situations. Must maintain responsibility and flexibility in working with others to achieve a common goal

Ability to nurture effective client relationships and to understand the challenges facing consumers

Must act promptly and confidently using sound judgment and common sense. Must be responsive to requests for information.

Effective organization skills including the ability to prioritize workload

Computer literate in Microsoft Office.

Valid driver's license and good driving record.

### IV. PREFERRED QUALIFICATIONS for Account Manager Pacoima CA

Bachelor's degree or the equivalent combination of education or experience.

Experience in the transportation industry

Please send resume to [lucy@military-civilian.com](mailto:lucy@military-civilian.com) with job title and location in the subject line