

Job description Inside Sales Account Manager

It's an exciting time to work at Cisco. Every day we connect people to the network and make it come to life. Whether it's using e-learning to educate students far from city centers or downloading the entire Library of Congress in seconds, our networking technology has not only revolutionized the way people do things, but who they are. People are more informed, more efficient, and more involved. With all forms of communications converging onto the network, Cisco is entering an exciting new era. The concept of the network as the platform for transforming life's experiences is no longer a possibility: It is quickly becoming a reality. And Cisco is leading the experience.

Job Description

This job role will be an exciting opportunity for ambitious sales people. You will be working within a territory team together with an Territory Business Manager.

The Inside Sales Account Manager Commercial is responsible for achieving quarterly and annual goals by managing a territory using the telephone and Web 2.0 technologies mainly. The ISAM will build direct relationships with end user organizations on major opportunities and will work closely with and leverage the selected channel partners to maximize the revenue opportunities within the territory.

This role is ideal for candidates who enjoy selling, are achievement-oriented and believe in performance rewards for exceeding annual sales goals through strong collaboration with partners and internal stakeholders. The ideal candidate is success-driven, fast-paced, and works well in a diverse team and enjoys a dynamic and changing environment.

Education and Experience

- BS/BA or equivalent
- 2-3 years of channel experience or similar
- Cisco sales, product & technical certifications preferred.
- Consistent achievement of sales quotas.
- Consistent achievement of forecasted revenue targets. (ie. achieving consistent forecast accuracy)
- Hunter mentality

Success Factors

- Resources Management - The ability to develop and engage a virtual sales team to win opportunities
- Team Player
- Flexible
- Adaptable to change

Type and Size of Projects

- Co writing account plans with partners AM's and partner leadership and at the same time
- Being actively involved in strategic deals with Partner account manager and end customer

Accountability

- Execute on Lead Generation & Call program activities with partners and Cisco team.
- Penetration of Named focus Accounts and Grow the territory

Interface/Communication

- Excellent verbal/written skills necessary.
- Uses telephone & other IT tools to remotely Interface with customers to present Cisco value proposition to a variety of audiences: IT director and executive level
- Organize and lead the coordination with partners to facilitate sales.
- Communicates with the Field sales organization from the CAM/TBM to OD levels & SE to SEM levels
- Coordinates activities with Marketing, Inside Sales SE & Inside Sales Manager on a regular basis
- Uses CRM tools to facilitate multiple aspects of sales cycle.

Influence/Impact

- Increase coverage of focus segments in local market
- Increase Cisco brand/Market Share on AT
- Increase mind share of Cisco Solutions and Vision within partner community
- Increase new logos for Cisco
- Develop accounts that will bring incremental revenue for Cisco today and in the future
- Develop partners that will bring additional revenue
- With the intense use of Web 2.0 tools, ISAMs develop best practices for collaboration, resource virtualization and productivity

Problem Solving

- Independently develop decisions within a defined processes, practices and Cisco policies.
- Works independently & proactively to avoid & resolve issues.