

Territory Account Manager

To apply for this position, click [here!](#)

We are looking for passionate, process driven sales professionals with the ability to lead with insight, take control of the customer conversation and evangelize the Calabrio message

WHAT PROBLEMS WILL YOU BE SOLVING?

The primary responsibility of this role is to create and execute a regional sales plan focused on Calabrio Software sales activity through direct sales. Prospect within the market, develop pipeline and close active opportunities. Support and leverage field marketing, product launches, product promotions, tele-business, and other lead or sales generating programs. Experience with both direct sales is essential.

WHAT SKILLS WILL MAKE YOU SUCCESSFUL?

- Must be able to deliver excellent presentations in person and via phone conference calls
- Strong communication skills with the ability to translate complex technical concepts into business terms and communicate business value
- Proven ability to follow process driven sales
- Outstanding oral and written communication skills
- Excellent time management, decision-making, and organization skills
- Proven ability to work effectively in a fast-paced, high-growth, rapidly-changing environment
- Pleasant speaking voice
- Excellent customer service skills
- Highly motivated, results oriented
- Competitive zeal
- Requires confidence, persistence, and an outgoing personality
- Ability to learn new software quickly and become a power user
- Ability to articulate needs for process improvements

WHAT IS REQUIRED FOR YOU TO APPLY?

- Requires a minimum BA degree in a technical discipline or equivalent
- Minimum 5 + yrs. of sales experience in a fast-growing high technology company

WHAT VALUES ARE IMPORTANT TO CALABRIO?

- Collaboration amongst teams
- Open communication across the company
- Ambitious
- Accountable
- Customer Success

Calabrio, Inc. is an Equal Opportunity Employer that values diversity at all levels. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, age, sexual orientation, gender identity, disability or veteran status.

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