



Department: Sales

Position: Territory Sales Manager

Locations: New York (metro), Washington DC, Chicago, Los Angeles

Position Description:

Within a defined territory, the Territory Sales Manager is a key contributor to the overall performance of that region, and is responsible for promoting Actsoft and its products via direct sales to businesses within that territory. In addition, the position requires interaction and relationship-building within the Wireless Carriers (Sprint, AT&T, Verizon, T-Mobile, etc.). The Territory Sales Manager will assist in the development and implementation of a regional sales plan and meet (or exceed) all business goals and objectives set forth.

Essential Functions and Responsibilities:

- Develop a sustainable business pipeline that results in new account acquisition
- Grow existing accounts
- Build and maintain rapport both horizontally and vertically within prospective client and channel organizations
- Sustain constructive relationships with Wireless Carriers
- Drive channel collaboration to build valuable client solutions
- Develop proactive solutions/proposals and responses to client initiated RFI's, RFQ's and RFP's
- Heavily prospect within territory to independently drive leads and opportunities
- Meet or exceed profitable revenue acquisition, growth and performance goals (quota)
- Maintain an active travel schedule to drive client acquisition, grow existing accounts, attend channel partner meetings and industry events

Required Skills, Experience and Education:

- Proven ability to close business within short sales cycle
- Minimum of 3+ years of successful outside sales experience
- Exceptional communication skills – capable of framing clear expectations and advancing ideas, challenges and solutions to a varied audience
- Commanding and persuasive presenter in individual and group sales environments
- Track record of building successful relationships with business and channel partners
- Ability to independently manage complex technical sales initiatives
- 4 Year College Degree (preferred)
- Microsoft Office proficient with mid to hi-level computer and operating system understanding
- Proven ability at over achieving
- Team player and contributor
- Must be able to travel as required