

Thompson Engineering, an established leader in installation, service, and sales of Communication Systems for the Education Market, has an opening for an additional Account Manager for some areas in Riverside, Orange & San Bernardino Counties.

We are a fast growing private company providing Data, Voice, Intercom, Public Address, Security, Multi-Media & TV Distribution Solutions for the K-12 school market. We have been a premier Rauland-Borg Distributor and Systems Integrator for over 35 years, and are looking to grow.

Instructional Technology Account Manager - Proven Sales Representative who can grow sales within a well defined territory containing approximately 45 School Districts in Southern California.

Key Responsibilities:

- Prospecting new accounts
- Employs strategic selling approach to win accounts
- Cultivating and building strategic client relationships
- Monthly Sales Forecasting & weekly account updates
- Achieving annual sales quota of approximately \$1 million+
- Works closely with internal & external players to provide a team oriented solution
- Aggressively calls on key decision makers within the School District including the Superintendent and the Directors of Curriculum, Facilities, IT, Maintenance & Engineering

Qualifications:

- Hunters wanted
- Documented sales success and an over-achiever
- Experience with SalesForce, PowerPoint, Word and Windows is a plus
- Self-directed and results-oriented individual with strong initiative & drive
- Capital Equipment/Strategic Sales/Educational Sales/Telecom experience is preferred
- Excellent presentation skills and product demonstrations to large groups are critical to success!!!
- Evidence of excellent written and oral communication skills, interpersonal skills, self-esteem, confidence, integrity and professionalism

Competitive Base Salary + commission, DOE

Benefits: Tuition reimbursement, car allowance, Laptop, Cell Phone, Paid Vacation & Holidays, Medical & Dental, Bonuses

Thompson Engineering is building a diverse workforce through Equal Opportunity Employment m/f/d/v.

For immediate consideration e-mail your resume and cover letter in confidence to:

Thompson Engineering
Adam Thompson
Vice President, Sales & Engineering
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www.thompsonsone.com
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