



Job Description

Commercial Account Manager

Who We Are:

InfoStructures, Inc. is a network consulting services firm headquartered in Rockville, MD. Since 1988, we have been commanding leading-edge technologies and techniques to improve the working lives of others. Our solutions are innovative, manageable and cost-effective.

The Opportunity:

InfoStructures is seeking energetic, highly-motivated, well-organized and ambitious sales people to develop our commercial (non-government) business. Qualified candidates will view this opportunity as strategic in the progression of their careers.

Qualified candidates will have a proven track-record of success identifying, qualifying and closing new business. Successful candidates will have the capability and experience to sell consulting and project management services.

We encourage top sales performers and award winners to investigate this opportunity. Marginal or below average sales performers will not be qualified for this opportunity. Individuals that are not willing to be accountable to an activity-based plan and committed to achieving goals should not apply.

Skills & Experience Required

- In-depth knowledge of various Information Technology industry segments and their related sales processes.
- 2+ years of successful relationship selling of technology solutions and services in internet, software or consulting areas
- Experience selling into health care and financial vertical markets
- Proven experience in managing complex business development initiatives
- Ability to listen and to identify the needs of a target audience and *expertly* communicate with its members either orally or in writing, using a variety of visual or verbal aids
- Proven ability in building partnerships and teams with other sales stakeholders
- Ability to act as a member of virtual teams, taskforces and deal teams

- Ability to work with engineering operations, finance, marketing and executive staff to marshal the right resources towards the right opportunities at the right time.

Main Duties & Responsibilities:

- Detecting opportunities and developing customer needs until deal closure.
- Working synergistically with marketing professionals to develop qualified prospects
- Preparing and presenting customer proposals
- Contributing feedback and plans that accelerate the sales process
- Consistently and accurately reporting sales status, sales opportunities and pipeline data
- Participating in and detecting sale opportunities at events, trade shows and seminars

Education & Training Required:

- Bachelor's Degree in relevant disciplines (such as CS, BA, Marketing, IT etc.). MBAs and technical degrees a plus
- Recent seminars, workshops or coursework that provide opportunities to upgrade and maintain skills and technical knowledge

InfoStructures Offers:

- A fast-paced and competitive working environment with great service offerings and demanding customers
- Competitive compensation packages
- The opportunity to work with really smart people
- A comprehensive benefits package that includes paid vacation, personal/sick days, employee health insurance coverage, and a 401(k)/profit sharing plan

Please forward cover letter, results-oriented resume with references and salary history/requirements to personnel@infostructures.com. Equal Opportunity Employer.