



OPTK Networks is looking for an Account Manager who is passionate about giving customers the best experience possible and enable the company to maintain growth goals and objectives. This position must have a desire to develop strong customer relationships, maintain and follow strategic sales processes, and move sales through to completion. This position is vital to the overall sales team success.

Primary Responsibilities

- Tracks, monitors, and manages accounts.
- Establishes and maintains highly effective relationships with customers and key decision makers to identify and capitalize on new business opportunities.
- Provides customer, competitor, and market intelligence to leadership team.
- Develop strong working relationships with team members in pricing, solutions engineering, and operations by building credibility and understanding varied perspectives on issues and opportunities.
- Responsible for sales and growth across assigned accounts.
- Renegotiate contracts proactively for any non-compliant and or underperforming customers.
- Work with Business Development Executives to support corporate and large accounts.
- Conduct regular team meetings with assigned large accounts, sales leadership, and BDE's as needed to meet account objectives for profitable growth.
- This role requires excellent communication and negotiation skills to align business goals across functional teams.
- Clearly demonstrates can-do attitude toward supporting new initiatives designed to meet customer needs.
- Proactive problem-solving approach is necessary to overcome obstacles for customer compliance, growth, and profitability.
- Participates in special projects and performs additional duties as required.

Qualifications

- 1-3 years of experience in sales support managing vendors/accounts.
- High-level written and verbal communications skills.
- Experience maintaining and growing a book of business.
- Fundamental understanding of fiber optic design principles and implementation is a plus.
- Proficient in Salesforce a plus.

Company Benefits

- Company 401(k) match up to 6%
- Paid Holidays and Vacation Days
- Health, Vision, and Dental Insurance