



OPTK Networks is looking for an Account Manager who is passionate about giving the customer 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 and maintaining and increasing revenues for the company.

Primary Responsibilities

- Tracks, monitors, and manages accounts to ensure achievement of sales goals and takes appropriate action to communicate and address business issues proactively.
- Establishes and maintains highly effective relationships with customers and key decision makers to identify and capitalize on new business opportunities.
- Develop strong working relationships with cross functional team members in pricing, solutions engineering, and operations by building credibility and understanding varied perspectives on issues and opportunities.
- Help the sales team in renegotiating contracts proactively for assigned accounts.
- Conduct regular team meetings with assigned large accounts 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.

Qualifications

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