

**Title:** Partner Account Manager

**Department:** Sales/Business Development – Houston, TX

**Reports to:** Sr. Director, Sales – Houston, TX

**Job Objective:**

IQ Tech Pros' Partner Account Managers are responsible for all consulting solution sales activities – from lead generation through close – in assigned accounts. Develops and implements agreed upon Account Plans which will meet both personal and business goals of maintaining and increasing revenue in the assigned channel partners. Works within the sales and recruiting teams for the achievement of customer satisfaction, revenue generation, and long-term account goals in line with company vision and values.

**Responsibilities:**

- Responsible for the sales of consulting services and solutions within assigned partner accounts.
- Works with Sr. Director, Sales and Marketing department to recruit new partners.
- Demonstrates technical selling skills and solutions knowledge.
- Develops annual business plan in conjunction with Sr. Director, Sales, which details activities to follow during the fiscal year, which will focus on the Partner Account Manager meeting or exceeding sales targets.
- Complete understanding of consulting pricing and proposal models.
- Demonstrates the ability to carry on a business conversation with C-level decision makers.
- Maximizes all opportunities in the process of closing a sale resulting in the taking of market share from the competition.
- Sells consultatively and makes recommendations to partners of the various solutions the company offers to address their clients' business issues.
- Assists in the implementation of company marketing plans as needed.
- Creates and conducts effective proposals, RFP responses and SOW's that address client and partner needs.
- Responsible for developing relationships and referrals throughout the assigned channel partners.
- Demonstrates the ability to gather and submit detailed business information for recruiting, pricing and presentation of candidates.
- Maintains accurate records of all sales and prospecting activities including sales calls, presentations, closed sales, and follow-up activities.
- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.
- Participates and contributes to the development of educational programs offered to channel partners and prospective partners.
- Other duties as assigned.

**Relationships and Roles:**



the world's largest full-service IT integration network

- Maintain contact with all channel partner sales and services principals to ensure high levels of client satisfaction.
- Demonstrate ability to interact and cooperate with all company employees.
- Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the partner, collaborate with others, solve problems creatively and demonstrate high integrity.
- Maintain professional internal and external relationships that meet company core values.
- Proactively establish and maintain effective working team relationships with all support departments.

#### **Job Specifications:**

- 5+ years of experience in sales in the IT industry.
- Experience with enterprise solutions and large, complex organizations.
- Strong understanding of customer and market dynamics and requirements.
- Some travel may be required.
- Proven ability to achieve sales targets.
- High energy.
- Ability to work remotely and as a team.

**Company:** IQ Tech Pros, with over 17,000 consultants, is the world's largest full-service IT integration network. The company helps IT resellers find qualified consultants to augment their existing capabilities and help them compete in some of the largest and most complex mega-deal IT projects.

It helps consultants and integrators to find more projects quicker, get paid faster, more consistently, and get work VISAs (if needed). Plus, it helps vendors to extend the capabilities of their existing reseller base—so their resellers can better integrate their product as part of some of the largest, most complex bids. In addition, IQ Tech Pros provides professional packaged IT services direct to customers that are not already working with a partner.

IQ Tech Pros uses a NEW model, not one of the old "BIG consultant" models, it is like a consulting co-op where the members are treated as partners and everyone does much better—the consultants, the resellers and the organization needing help.

#### **To Apply**

Send resume and cover letter to [lgunter@iqtechpros.com](mailto:lgunter@iqtechpros.com).