



POSITION DESCRIPTION

ACCOUNT MANAGER

SALARY	\$60,000 - \$80,000 plus commission
SUPERANNUATION	Employer contribution of 9.5%
WORKING HOURS	Full-time
LOCATION	Melbourne based; some travel required
LENGTH	12 Month Contract
START	Immediate start for successful applicants

THE COMPANY

PingCo is a private cloud service provider that supports businesses with the latest technology to seamlessly migrate to the cloud. Established in 2011, PingCo has grown to work nationally with customers such as the Victorian Institute of Teaching, City Wide and Bureau Veritas. Our engineers, systems administrators and solutions architects solve complex technology challenges and bring businesses into the future. A role at PingCo means being at the forefront of technology, working with experienced tech experts and being supported to grow ideas and reach your potential.

THE ROLE

- Present, promote and sell products/services to existing and prospective customers with a sound knowledge of the products and ability to provide the best solution
- Establish, develop and maintain positive business and customer relationships, including complaints management
- Develop your own pipeline of customer and partner leads whilst closing standard lead sources
- Achieve sales budget set out annually
- Coordinate sales workload with team members and other departments
- Analyse the market's potential, track sales and status reports
- Supply management with weekly reports on customer needs, problems, interests, competitive activities, and any potential new products and services.

HOW TO APPLY

ESSENTIAL

- ✓ Strong understanding of cloud technologies including networking, Microsoft office 365, virtual servers, managed services and SIP
- ✓ Strong stakeholder engagement skills with internal and external partners
- ✓ Strong desire to learn and acquire new skills in sales
- ✓ Ability to meet goals, targets and commitments to the business and to partners.
- ✓ Driven and highly motivated professional who can operate within a plan but also show innovation and initiative
- ✓ Positive can-do attitude, strong communicator, trustworthy and a team player
- ✓ Willingness to learn new technologies and maintain strong awareness of market trends and changing technology

DESIRABLE

- ✓ Drive to progress a career within the Company

OTHER INFORMATION

Travel may be required
There may be requirements to work additional hours from time to time

APPLICATION

Email resume and answer to the question: Tell us about yourself?

CONTACT

For enquiries Alisha King 0421661549
Email applications to alisha@flytech.solutions