



## POSITION DESCRIPTION

### SENIOR ACCOUNT MANAGER

**SALARY** \$80,000 - \$100,000 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
- ✓ Demonstrated ability and results in building a partner portfolio and closing sales
- ✓ Experience with sales reporting tools including pipelines, budgets and customer orders.
- ✓ Mature and accountable approach to 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

- ✓ Strong industry network and ability to bring onboard new business
- ✓ People management or own business experience

### 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](mailto:alisha@flytech.solutions)