

**Position: Account Manager/Inside Sales**

**Location: Winter Park, FL**



**About Us:**

Highwinds is an established leader in multi-platform IP services, content replication and delivery software and services. Since 2002, we have provided for the advancement of a wide range of technologies - including messaging bus architecture, network management, distributed file systems and advanced routing methods.

If you are motivated to deliver high quality and innovative services, Highwinds can offer you a great career opportunity. We offer benefits including 401k, medical, dental, vision, paid time off, and a competitive salary plus commission to qualified team members.

**Job Summary:**

The Account Manager /Inside Sales Representative will generate new CDN business opportunities, increase sales revenue, identify and recruit new customers in a strategic fashion to maximize revenue generation. The successful candidate will generate accurate forecasts and sales activity reports, work in coordination and collaborate with Highwinds' field sales and strategic alliance partners. This is a sales position with a global territory, highly competitive base salary and uncapped commission potential.

**Personal Skills:**

Qualified applicants must be able to demonstrate the following:

- A strong sense of responsibility and initiative as well as a demonstrated desire to continually learn and improve upon industry knowledge and sales skills
- An ability to prioritize and organize tasks carefully and accurately
- An ability to work independently and as part of a team
- Dedication and commitment to providing continuous service for the advancement of technology
- Communicate with all levels of management and company personnel
- Ability to manage multiple projects and tasks simultaneously and effectively
- Ability to make decisions and solve problems while working under pressure
- Excellent interpersonal (both oral and written) communication skills

**Responsibilities:**

- Proactively prospect, qualify and close new clients while providing ongoing support to existing accounts for the purpose of meeting or exceeding regional sales targets while maximizing revenue.
- Generate accurate forecasts and sales activity reports
- Focuses on customer retention and education on additional products to aid in the achievement of expected performance to revenue plans
- Works directly with the customer as the Highwinds' liaison to quickly resolve any outstanding issues.

**Qualifications - Required:**

- Proficient use of basic computer skills including: MS Office – Outlook, Word, Excel and Power Point, web applications and the internet.
- Superior presentation skills with the ability to clearly demonstrate Highwinds' services via phone, web conference and trade shows.
- Ability to successfully generate sales via research, outbound calling, email initiatives and attendance at relevant industry events
- Self starter with a positive, optimistic attitude and high standards of ethical conduct
- Consideration will be given to any relevant professional experience.

**Qualifications - Desired:**

- 1 or more years of B2B technology sales experience
- Bachelor's degree in Business, Marketing, Engineering or other related coursework is preferred.
- Prior quota carrying sales in the fields of streaming or content delivery network services, IP Transit/Transport or Colocation coupled with managed web hosting services.
- Proven track record of strategic sales success with enterprise and global accounts.

***This job description is not intended to be all inclusive. Applicants must be legally permitted to work in the U.S. in order to have their application considered.***

***Highwinds is an Equal Opportunity Employer.***

If you are interested in this position with Highwinds, please submit your cover letter and résumé to [careers@highwinds.com](mailto:careers@highwinds.com). In the subject line of your email, please include the title of the position.

If your experience and qualifications match our current needs, you will be contacted by a member of our human resources team. We look forward to hearing from you!