



Position: Senior Account Manager (Media and Entertainment)

Location: San Francisco, CA

Pay: \$90K-\$115K

Job Summary

This is an exciting new position within the Media and Entertainment vertical with a specific focus to accounts in eCommerce. You will be responsible for driving business and revenue within a set of strategic Enterprise accounts.

About the Company

Our client is an established leader in their industry. As a valued member of their sales force you will be working for a company that is highly awarded for their direction with their products, corporate vision and commitment to professional services. The corporate culture values employees and Account Managers are given a degree of autonomy seldom seen within competitive software sales. In addition, our client is incredibly stable, publicly traded and has been lauded for their financial soundness by Fortune Magazine.

Key Responsibilities

- Sell Data Warehousing software products and services to new and existing clients
- Present business solutions at the executive level
- Lead negotiations and overcome objections for deal closure
- Manage complex sales cycles and multiple engagements simultaneously (9-15 months on average)
- Work with sales consultants to discover, identify, and meet customer requirements

Preferred Candidates Background and Expertise

- At least 5 years professional selling experience in technology sales with experience at new account development or large account management
- **Must have** experience selling **Business Intelligence** and/or **Data Warehousing** solutions
- **Must have** track record establishing and developing relationships with **C-Level** executives
- Experience calling on accounts in **Media & Entertainment** and **eCommerce** vertical
- Experience managing large **existing** accounts and growing revenue within
- Proven track record of consistently exceeding corporate objectives and quotas
- Proven prospecting and sales cycle management skills
- Bachelor's degree or equivalent business experience
- General knowledge of RDBMS, OLAP, client/server, and Web/Internet technologies

If you would like to apply to this position, send your resume immediately to ngcajobs@ng.army.mil and state you are applying for this position, or you can call The Work for Warriors staff @ 916-854-4426.