

## **Job Title: Account Manager**

### Description:

Our professionals have been finding true career satisfaction by helping the Information Technology industry find secure solutions to Microsoft products for over 5 years. We are currently looking for professional sellers who are interested in helping us continue to make a difference in peoples' lives in both consumer and business.

As an Account Manager with Technalign, there is no limit to what you can accomplish – both in your career, and for your clients. Our professionals find a higher level of success by focusing on developing existing business and new business.

Individuals applying should be go getters and wanting to make excellent incomes. Technalign understands that not everyone has the knowledge of the industry or sales and provides extensive training that is ongoing while employed with Technalign. Training is ongoing, but the demands for the products are high, and a base level in understanding the market allows representatives of Technalign to be outstanding performers. We offer training not only on the products and sales, but also the industry, and the weak areas that allow you to perform well.

Technalign provides an excellent working environment with flexible hours.

### **Compensation is provided based on experience in both sales and the industry:**

- Compensation is based on experience in the sales and marketing fields with a base salary of \$25,000.00 to \$32,000.00 annually
  - An additional compensation structure is provided, in the form of commissions to allow an Account Manager to reach a gross pay in twelve months of \$60,000.00 to \$80,000.00 or even greater annually.
    - A commission structure is based on performance selling within the industry to Technalign major accounts
  - This position may lead to a senior management position at Technalign within the sales or marketing areas of the company.

Growth potential is extraordinary at Technalign and we believe all employees should have opportunities to grow with the company and we plan, when possible, to promote from within including all sales and support management roles.

### **Requirements for this position:**

Individuals should have a working knowledge of the Windows operating systems on both servers and workstations and the solutions wrapped around them in either consumer and/or business. A working knowledge is a full understanding of the Microsoft product line and how they are used in the consumer and business markets. If you do not know the industry, don't worry, we'll train you!

The role of the Account Manager is broadly to:

- Identify and develop client business/relationships in a competitive environment
- Help attract customers and maintain the customer database
- Assess and respond to the needs of each particular client or assignment
- Find solutions for the customer working with the support and development teams
- Manage the process through direct contact to offer stage and beyond
- What will make you successful?

There are no absolute rules as to who can be successful in our company, generally you'll have more chance of doing so if you can answer "yes" to the following questions:

- Are you able to sell yourself?
- Can you demonstrate first-class communication skills?
- Do you have: entrepreneurial spirit, enthusiasm, drive and determination?
- Are you self-motivated and competitive?
- Are you adaptable? Can you change your style of delivery depending on your audience?

This is an exciting opportunity for a candidate who is passionate, creative and flexible, with the proven ability to discover new opportunities in an emerging market. You will be innovative and not afraid to take risks as well as push new ideas.

## Requirements

You make everyone around you better. The right candidate is a visionary who can thrive in a fast-paced environment that is rapidly growing. You bring passion, energy, and a proven record of successfully working with others in a team environment. You must quickly grasp an understanding of the technology you are marketing. Most of all, you derive satisfaction from doing what has never been done before and are able to do it with grace and a sense of humor. You will also have (most of) the following (and hopefully many others):

Excitement in closing a sale and working with customers  
Working in a team environment  
Enjoy challenges  
Not upset when someone says no to you and able to accept rejection

## Essential Personality Traits:

You must be non-religious about any technology, paradigm, software, operating systems, and any industry related tools  
You must be willing to work in the office unless exceptional circumstances cause you to work elsewhere temporarily  
You must be able to speak/write English with complete clarity and fluency including idioms, colloquialisms etc. We don't have time or patience for any miscommunication.  
You must be tolerant of various cultures and personality traits.

We are looking for sales professionals to join our team. You must have a professional appearance, good phone skills, ability to work independently, learn our systems quickly, and be highly motivated.

We will consider those without previous sales experience, but you must bring the above characteristics for serious consideration.

## Websites you may wish to visit:

<http://intranet.technalign.net>

**Our employee Intranet website** provides you with information about Technalign and the culture. The site covers our belief in what we feel you should have a match with. Everyone at Technalign has the ability to grow and expand. Please note that some areas are locked down for security reasons for employees only.

<http://www.technalign.com>

**Our corporate website** provides you with an insight to our company and it's direction. Technalign moves in a direction demanded by its Partners, Solution Providers, Software Developers, Hardware Manufacturers, as well as the end-user of Pioneer Linux. Companies can now relax and have an excellent operating system they have been waiting for as well as peace of mind that Pioneer will have the longevity they need.

The Technalign Trailblazer framework provides you with the ability to understand the corporate direction. You'll also find our key partners on the Technalign corporate site.

<http://www.tapioneer.com>

**Pioneer Linux** is more than a desktop and server. It's not only about the performance of the system, it's also about world-class support from a growing partner network. Rock solid operating systems are only the beginning, with solutions that meet the need of consumers as well as business with a product lifecycle that can't be matched. See what a Technalign solution brings to you or your organization. Pioneer is the best engineered, most interoperable platform for consumer and SOHO to enterprise computing. Pioneer is fully supported by a partner network that understands your business needs.

<http://www.pioneermustang.com>

**Pioneer Mustang** is a Web based tool that allows you to install applications easily on Debian based workstations and servers. Mustang provides you with the ability to install drivers, utilities, and applications from the web. Mustang will be available on a CD that provides dial up customers the ability use Mustang and install without a high-speed Internet connection. A framework of technologies; Mustang will also include thin-client technologies that allow a company or individual to have a small device connected locally or remotely and allows a user to not use the typical computer device any longer.

Mustang will soon be expanded to include embedded Linux devices such as routers and firewalls.

## **Other:**

Technalign employees own 5 percent of the company and all employees have profit sharing as well. We believe that all employees make Technalign successful and provide employees a portion of the profits equally and not based on position. We plan on bringing in medical in the next 6-months or sooner.

***Bilingual is a plus in Spanish, French, Italian, German, and Chinese.***

Type of Job: Part-time or Full Time positions

Benefits: None

Months of Experience: Zero

Education Level: High School Diploma or GED

Location: Laramie, WY

Requires a Drivers License: No

Application Comments: Call 307-460-4144 to apply

Employer Information: Technalign, Inc., 210 3rd Street, Suite 202, Laramie, WY 82070