
National Accounts Manager (OC)

Location: **Laguna Hills**

Job Code: **4214**

Description

Find out what all the excitement's about. Join WebEx—the hottest Cisco product line!

Take full advantage of the opportunities available in a fast-paced start up environment. And reap the benefits of a Fortune 100 company that's considered one of the Best Big Companies to Work For. Capitalize on your passion and product knowledge to deliver the #1 web meeting experience worldwide. Connect your customers to the collaboration solutions they need to work smarter.

Description:

National Accounts Sales Representatives are focused on securing Fortune 2000 accounts. You will be responsible for creating and implementing strategic account plans focused on attaining enterprise-wide deployments of WebEx services. Develop executive relationships with key buyers and influencers and leverage these during the sales process.

Overall Responsibilities:

- Generate enterprise sales opportunities by identifying appropriate business targets, secure high-level appointments, execute a strategic sales process, and manage the prospect to close
- Work effectively within assigned Territory, Geography, Region or Named Accounts base to maximize sales potential
- Proactively manage the end-to-end business development process
- Generate a sales pipeline, qualify opportunities, and accurately forecast pipeline
- Ensure handoff of engagements to operational/technical teams, and maintain contact as required
- Negotiate terms of business with clients to achieve win/win results that provide the basis for strong ongoing relationships and increased revenue
- Responsible for set revenue expectations and achievements

Desired Qualifications & Experience:

- Minimum 4 years sales experience successfully selling directly at the V & C-level
- Minimum 3 years selling into National and/or Target Accounts
- Preferably 2+ years selling services with a Software and/or Services company
- Proven track record in delivering a minimum of \$750K in annual revenue to the organization

- **Demonstrated successful sales record by consistently achieving or exceed assigned sales quota, including club or award level achievements with high levels of recognized commissions**
- **Candidate must thrive in a fast-paced, ever-changing environment**
- **Competitive, self-starter, hunter-type mentality**
- **BA/BS degree or equivalent experience**

EOE