



Account Manager

Department: Sales

Location: Mifflinburg, PA

The Account Manager is responsible for achieving individual and company sales goals by managing resources within an assigned territory to ensure long-term business development and sales growth. The position will be responsible for finding new customers and building a territory. This position offers a base salary plus commissions.

Join our team for an exciting opportunity working on the leading edge of technology and supporting our business community by leveraging technology to help business owners continue to run their businesses during these challenging times!

Responsibilities:

- Manage an existing client base and find new IT clients
- Collaborate with the Contrast team to implement IT solutions for our clients
- Work in alignment with Contrast's core values emphasizing customer value and an eagerness to learn

Preferred Skills:

- Bachelor's Degree in Business Administration or related field
- 4+ years' outside sales experience
- An active listener who is self-directed and ambitious
- Eager, hungry, and the capacity to get it done
- Excellent interpersonal communication skills
- Ability to prioritize opportunities and win customers

Benefits:

- Paid time off
- Holidays
- Health insurance
- Ability to work remote
- Flexible scheduling
- Savings plan
- Employee referral program

About Contrast

Contrast is a regional provider of communication and IT solutions and services. We provide custom on-premise and cloud-based solutions, managed services and live 24/7 customer support for voice and unified communications systems, contact centers, HD video conferencing, infrastructure, networking, storage and back-up, and video surveillance. High performance businesses, governments, and non-profit organizations choose Contrast to optimize and support their end-to-end communications and IT requirements. To learn more about our products, services, and support please contact Contrast at 570-966-1515.