



Digital Media Workflow / Sales Account Manager – Atlanta, GA

This position will have the opportunity to prospect and capture new business in addition to leveraging existing accounts to accelerate growth in the Digital Media Workflow segment both in Atlanta and on a national level.

Responsibilities-

- The Sales Account Manager will report to the Sales Manager and be responsible for creating, managing, and growing a pipeline for Digital Media Workflow projects.
- Candidate should possess a good understanding of Digital Media Workflow technologies and methodologies.
- The Sales Account Manager will work with the Digital Media Workflow team to design and implement systems within the client's infrastructure.
- Candidate will manage the pre-sales process and interaction with the client on box sale, design build, and consultant led projects.
- The Account Manager is responsible for being the bridge between the company and the client, communicating the specifics of client requirements to the CTG team in regards to pre-sales initiatives, service, and support.
- This position is Atlanta based but will require travel of up to 25%

Requirements-

- Self Starter with strong organizational skills and time management abilities
- 5 or more years experience in outside sales for Digital Media Workflow or related fields
- Track record of sales growth year over year in a Digital Media Workflow or similar vertical.
- Experience with CRM and order tracking tools
- Proven ability to identify and vet opportunities based on existing and new client relationships
- Team player with strong ethics and a positive attitude