

ACCOUNT DIRECTOR

Summary:

As an Account Director, you will be responsible for promoting and selling BlueCat's products through direct customer contacts within an assigned territory. As an Account Director, you will identify prospective customers and grow existing BlueCat's business within your territory. You will also have one Business Development Representative to assist you with the generation of qualified walk through; this individual will report to you directly. The position of Account Director is characterized by a sustained record of sales achievement and complete knowledge of the organization's policies, products and services. As an Account Director, you will assume overall responsibility for your territory and ensure that your sales objectives are met in a professional manner that is consistent with BlueCat's objectives.

Required Skills:

- Bachelor's degree and minimum of 3-5 years inside/outside sales experience or equivalent.
- Demonstrated success in system based selling.
- Must have excellent organizational, written and oral communication, listening and presentation skills.
- Must be able to communicate in a variety of presentation environments.
- Must possess the ability to design, develop, write and effectively communicate reports, proposals and sales strategies.
- Fluent in English and Spanish (both verbal and written).

Other Requirements:

- Strategic thinker able to successfully implement detailed plans
- Creative problem solver, able to react quickly and multi task; flexible, able to turn on a dime
- Able to negotiate successfully and sell ideas and concepts
- Excellent oral, written communication and editing (punctuation, grammar, spelling), and presentation skills
- Energetic team player with friendly and approachable manner
- Strong networking skills (i.e. develop new opportunities, move clients through pipeline)
- Willing to travel as required in response to client demands (approx. 30-50%)

Location:

Dallas, Texas

** BlueCat Networks is an equal opportunity employer.

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