



3582 Technology Dr NW, Rochester, MN 55901
www.paceintl.com | 1 800 444 PACE

Title: Account Manager

Reports To: President

About Pace:

Pace International is an industry leading distributor of equipment and content in the Telecommunications and Services Industries. Pace was established in 1972 in Rochester, MN and is the only national hardware and content distributor for Dish Network.

Position:

The position of Account Manager is responsible for exceeding company sales goals for profitable revenue growth within the assigned business units. The Account Manager may be responsible for a geographic territory, vertical market, or named account list. Account Manager will manage internal and external relationships to ensure appropriate resources are available and focused to support selling objectives. This Account Manager position is a non-supervisory role primarily consisting of inbound and outbound phone / email communication to businesses on a daily basis. The ideal candidate will be a dynamic, self-motivated, salesperson with the ability to prospect and grow a client base with minimal supervision. The position is salaried with monthly commission based on gross profit performance.

Job Description:

- Develop and maintain dynamic customer relationships.
- Work cohesively within a team environment to support customer requests for product information, pricing, shipping information and technical support.
- Meet sales and profitability objectives as assigned by Management.
- Professionally and ethically represent Pace International in all communications with customers, prospects and vendors, while on the telephone, at tradeshow, in meetings with clients and in all electronic communications.
- Assist internal and external customers using the highest levels of professional ethics and business standards.
- Always exhibit the highest levels of professional, courteous and diplomatic behavior to all customers both internal and external.
- Other duties as assigned by Management.

Education

- Bachelor's degree in a related field such Business is preferred
- 3 years of prior call center operations experience is preferred



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Skills & Knowledge

- Enjoys calling existing and prospective clients in volume daily
- Oral and written communication skills
- Consultative selling skills
- Ability to understand and apply market intelligence to sales strategy
- Staff consulting and relationship building skills
- Ability to use technology and analysis tools (Excel, Outlook, Power Point, databases)
- Executive presence to influence senior decision-makers
- Knowledge of industry preferred but not required
- Business to business sales experience preferred

Physical Demands

- A majority of time is spent sitting at a computer station
- Some standing and walking will be necessary
- Simultaneous movement of hands, wrists, and fingers is an important element to this position
- Ability to lift up to 25lbs on a regular basis and up to 50 lbs on an occasional basis

Working Conditions

- There is some exposure to noise

Other Requirements:

- Regular and reliable attendance is required in the position

Category: Full Time

Compensation: Salary plus commission Package

Application Deadline: Open until filled

Application Process: Please submit a resume via email to amyb@paceintl.com.