

Position: Account Director Interactive Media

Date Available: Immediately

Salary/Benefits: \$20,000 - \$120,000, benefits available

Job Location: Kalamazoo, MI

Overview:

cyberM·I·N·D· is a leading provider of Office Technology and Internet Technology solutions for small and medium sized businesses and residents nationwide. We are seeking a seasoned sales account executive responsible for selling website and web-based application design, development, search engine optimization, online advertising and hosting solutions to the small and medium sized business market.

Essential Functions:

- Sell our breadth of proven web and interactive products, services and solutions to our existing market.
- Expand relationships with current client base
- Expand sales to new territories and markets.
- Initiate new business – cold calling and prospecting potential customers.
- Generate leads and meet with potential clients.
- Maintain relationships with current customers. Meet with them to review current solution needs.
- Schedule sales presentations to demonstrate the Internet and web services that cyberM·I·N·D· sells
- Actively work with potential customers to close the sale
- Work closely with other department managers, technicians and web developers to ensure that the project is completed successfully, on time, and on budget to the customer's satisfaction.
- Follow-up with the customer on a continuous basis to gain future business and/or referrals for other business within the organization.
- Manage the design pipeline and forecasting of revenues.
- Understand current business practices of customers to present the best solution for them.

Essential Knowledge:

- Team player
- Ability to understand business requirements
- Excellent communication skills
- Proven successful track record of meeting sales quotas

- Knowledge of Internet/Web technology environments and terminology (Microsoft products, Unix, etc.)
- Knowledge of Web design environments and terminology (Active server pages, Cold Fusion, CGI scripting, ecommerce, SSL, PHP, etc)
- Excellent written and oral communication skills
- Positive attitude and high energy
- Strong interpersonal and relationship skills
- Ability to sell to all levels of individuals within an organization, especially senior-decision makers. Presents key selling points, features, and benefits while focusing message on customer needs and expectations.
- Develops sales strategies, techniques and tactics based on customer feedback and market environment

Benefits

- Medical & prescription insurance
- Dental
- Paid vacations, holidays, birthday and sick/personal time
- Professional development including technical and non-technical training programs and certifications
- Flex Time work hour arrangements
- Coworker Assistance Program

Contact Information:

Apply online @ <http://www.cybermind.biz/careers> or send resume with cover letter to jobs@cybermind.biz. Postal and faxed resumes will not be accepted.