

JOB DESCRIPTION – Inside Channel Account Manager Location: Chicago, IL.

Date: Jan 06, 2021

Department Description
The Inside Sales Team drives revenue growth. Work closely with internal and external partners to convert marketing demand generation into sales opportunities. Collaborate with our partners and customers to connect people, places and things.
Scope of Responsibilities & Position Expectations
<ol style="list-style-type: none">1. Sales:<ol style="list-style-type: none">a. Demo and deliver the Cambium value proposition to potential new partners and existing customers.b. Find and work with to find how Cambium can solve their business problems and manage to closure.c. Help customers through email, phone, online presentations, and screen-share.d. Answer and Qualify inbound sales lead calls and inbound electronic sales leads then action based on specific criteria.e. Develop A leads to prospects, to opportunities, to customer orders.f. Develop relationships with Channel partner:<ul style="list-style-type: none">• Monthly courtesy call• Invitation to events/Webinar• Qualify new Deal Registration• Follow up on NFR kitg. Follow-up with prospects who respond to marketing programs and campaigns.h. Follow-up on leads from lists and other resources / Follow-up on support / extended warranty renewal opportunities and other renewals.i. Follow-up on inquiries related to products, services, partner program, etc., and other issues, as necessary leverage internal relationships to hand-off as required.j. Demo and deliver the Cambium value proposition to prospects and existing customers.2. Analysis / Build strength:<ol style="list-style-type: none">a. Candidate MUST be prepared to support activities to track and analyse their own effectiveness.b. Forecast and track key metrics:<ul style="list-style-type: none">• New partners,• Deal Registration,• Wifi sales out valuec. Monitor success rates to guide demand generation to growth areas.d. Candidate MUST Document, track, monitor and update all leads and activities in CRM tool, as required.3. Sales/Technical:<ol style="list-style-type: none">a. Acquire at least a basic knowledge of our full range of Cambium products and services.b. Convey product knowledge to potential clients, adhering to company messaging and positioning.
Knowledge/ Skill Requirement

- Higher Education Degree is preferred.
- Min. 1 year of experience in Sales Service or Min. 1 year of experience in Account Management.
- Min. 1 year of experience in IT Industry.
- Excellent communication skills both verbal and written in English.
- Strong communicator, strong organizing abilities, and process-oriented work style.
- Specialist Expertise (preferred) - Interest in Technology and willing to learn.
- Experience of dealing with clients. Ability to deal with virtual teams.
- Problem Solving - Demonstrates problem solving and troubleshooting skills.
- Good telephone manners and virtual selling acumen.
- Self-motivated and able to thrive in a results-driven environment.
- Ability to prioritize among competing tasks.
- Experience with Microsoft Office Suite and Salesforce.com/NetSuite is preferred.