



About TGS:

TGS is a full service IT integrator with specialties in all aspects of today's business environments. From Data Center hardware, software, security platforms to end-user devices. We have strategic partnerships with all major manufacturers while having the in-house engineering expertise to design, procure, implement and train your people. We have a true customer centric philosophy that enables us to take on the trusted advisor role to provide an all-encompassing solution for your IT needs. Rather than performing one-off, tactical projects and piecing them together, we take a strategic approach. TGS will critically analyze the obstacles, then form the design and development, as well as a plan for future needs.

About the position:

We are seeking a goal oriented, self-starting individual, with proven integrity, who desires to be part of a growing team. This is a sales position concentrated around data center solutions, next generation infrastructure, network/security, and desktop solutions backed by a team of the area's top engineers and inside support staff. The Account Manager is responsible for building and maintaining trusted business relationships, seeking out and identifying new opportunities and working with the TGS team of engineers to provide solutions. 3 years of technology sales experience is required.

Responsibilities will include:

- Working directly with OEM partners (Cisco, EMC, HP, etc...)
- Build basic configurations with select OEM's (HP, EMC) ***advanced configurations will be provided by TGS Solution Architects
- Registering and managing OEM opportunities
- Provide outstanding customer service

Required skills:

- Oral Communications - Speaks clearly and persuasively in positive and negative situations; respond well to questions; demonstrates group presentation skills and participates in meetings.
- Written Communications - Writes clearly and informatively, edits work for spelling and grammar; presents numerical and statistical data effectively and is able to read and interpret written information.
- Customer Service - Responds promptly and courteously to internal and external customers' requests for service and assistance; professionally manages difficult or emotional customer situations to resolution.
- Strategic Thinking - Develops strategies to achieve organizational goals; analyzes market and competition; identifies external threats and opportunities and adapts strategy to changing conditions.
- Planning and organization - prioritizes and plans work activities; uses time efficiently; plans for additional resources; sets independent goals and objectives; organizes their tasks
- Seeks training through OEM's portals to achieve certifications and knowledgebase.
- Adaptability - Adapts to changes in the work environment; manages competing demands; able to deal with frequent change, delays, or unexpected events.
- Detail & Task Oriented - Ability to manage and follow through on multiple tasks, items and communications in a timely manner.
- Independent Worker - Ability to resolve issues utilizing computer skills and resources without the aid of others in a timely manner.
- Participate in quarterly business reviews and be able to communicate about activities that you are involved with. Able to back-up other areas within the TGS Team.