



MATRIX

Account Manager

We are looking for an account manager who possesses the ability to develop, identify, and close opportunities with existing clients and who excels at building and maintaining client relationships. The ideal candidate has experience selling access control, network, digital, or computer technologies.

Location

- Columbus, Ohio

What we are looking for

- A Bachelor's degree or relevant technical education. Engineering or technical degree preferred
- 3 plus years' experience in account management or business development
- Ability to understand a sophisticated technology product line
- This position will require occasional travel throughout Ohio

What you'll be doing

- Serve as the lead point of contact for customer account management matters
- Build and maintain strong, long-lasting client relationships
- Develop trusted advisor relationships with key accounts, customer stakeholders and executive sponsors
- Ensure the timely and successful delivery of our solutions according to customer needs and objectives
- Clearly communicate the progress of monthly/quarterly initiatives to internal and external stakeholders
- Develop new business with existing clients and/or identify areas of improvement to meet sales quotas
- Forecast and track key account metrics (e.g. quarterly sales results and annual forecasts)
- Prepare reports on account status
- Collaborate with sales team to identify and grow opportunities within territory
- Assist with challenging client requests or issue escalations as needed

What makes you special

- Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail
- Experience with access control, networking, cabling, computers, or other technical products or services a plus

For consideration, please submit your resume with salary requirements to hr@matrixsys.com and reference "Account Manager" in the subject line.

We are an Equal Opportunity Employer.