



Account Manager

Why Join TSG?

TSG provides customized, integrated security solutions and have delivered well designed systems with highly reliable components for more than 40 years. Our staff is highly trained in designing, engineering, and installing fire, security, and access control systems—with a passion for providing the most effective, efficient, and sustainable solutions possible.

TSG has proudly created a work culture that is built upon uncompromising ethics and values, cohesive work teams, and the promotion of employee growth and development. TSG rewards diverse and creative thinking, and a willingness to own challenges as they arise.

The Account Manager has a high-profile role that is key to our grow. The position reports directly to the Vice President of Sales and Marketing. The Account Manager is responsible for exceeding sales revenue goals, developing and maintaining valued customer relationships, expanding the company's current customer base, and developing and maintaining professional selling skills.

The Things You'll Do:

- Actively pursue relationships with existing customer base, while generating new business to expand customer base
- Pro-actively target and develop business with new customers
- Provide timely and accurate response to customers' required proposal and/or bid circumstance
- Propose and present new solutions for security, promoting TSG and the products and services that are offered
- Follow up on all sales leads in a timely and effective manner
- Attain sales quotas as required
- Prepare an annual sales plan for approval and consistently refine throughout the year
- Maintain the CRM activities, opportunities and forecasting
- Provide proper paperwork for bookings
- Attend job handoff meetings with operations when required
- Attend and participate in sales meetings

- Attend association meetings and networking functions as assigned
- Build a targeted list of prospective customers for use as sales leads
- Travel throughout assigned territory to call on regular and prospective customers
- Prepares reports of business transactions and keeps expense accounts

The Education and Work Experience You'll Need:

- * Bachelor's degree preferred with a concentration in business or technically related area.
- * 2-5 years' experience in a complex sales capacity is required.
- * Experience in the security industry is preferred.

The Skills and Knowledge to be Successful:

- * Proficient with Microsoft Office (Outlook, Excel, Word, PowerPoint)
- * The ability to navigate a relational database and utilize the internet is also required.
- * Administration and Management: knowledge of business and management principles involved in strategic planning, resource allocation, human resources modeling, leadership technique, operations methods, and coordination of people and resources.
- * Customer and Personal Service: knowledge of principles and processes for providing customer and personal services. This includes customer needs assessment, meeting quality standards for services and evaluation of customer satisfaction.
- * Sales and Marketing: knowledge of principles and methods for showing, promoting and selling products or services. This includes marketing strategy and tactics, product demonstration, sales techniques and sales control systems.

The Legal Stuff:

Technical Systems Group, Inc. conducts business with government entities that requires a security background check with fingerprints. To be considered, all hired personnel must be able to pass this form of security clearance.