

Job title: Account Manager – US West & Canada

Location: Washington, DC

Company: TeleGeography is a privately held telecommunications market research and consulting firm with offices in California, Washington DC, Exeter, England, and Singapore. Our primary research areas include international networks, undersea cables, international voice traffic, retail telecoms markets, and telecoms service pricing. Our clients include service providers, large scale enterprises, equipment makers, investors, and governments.

Role: TeleGeography is looking for a confident and professional individual to join their sales team as an Account Manager selling their online research services and managing existing clients throughout the U.S. West of the Mississippi and Canada. The role is full time and based in Washington, DC's office. Reporting to the Director of Sales, Americas, the successful candidate's primary duties will include:

- Renewing and growing an existing ~\$750K - \$1M book of business within the US West and Canada region.
- Prospecting and selling TeleGeography's online research reports and databases.
- Manage existing client requests and inquiries.
- Forecasting and communicating about sales opportunities with senior management.
- Representing TeleGeography at telecommunications industry conferences and events.

Candidate: The successful candidate will have the following attributes:

- Previous sales and/or account management experience is desirable.
- A demonstrated ability to communicate, present and influence credibly.
- Confident interpersonal skills are essential, both telephone and in person.
- The successful candidate must be prepared to travel internationally and willing to interact with multiple cultures.
- An interest in technology, particularly telecommunications would be advantageous.

Salary:

- Base: \$45,000 - \$55,000 annually
- Commission
 - On target \$30K - \$35K annually
 - Manage an existing annual book of business of ~\$750K in 2020
 - Manage an existing annual book of business of ~\$1M in 2021
 - Commission uncapped

Additional Benefits:

- 401(k) Plan (effective after 3 months of service)
- Healthcare, dental and vision coverage (effective the first of the month following 60 days of employment)
- \$20,000 Basic Life and AD&D Insurance Coverage
- 3 weeks paid vacation per year (5+ years = 4 weeks), accrued monthly
- 3 days sick leave per year
- 10 paid holidays per the Company's holiday schedule plus one floating holiday