



Account Manager

Contract Services Team

If you thrive in a challenging, results-oriented and rewarding environment, then take a closer look at EdgeLink. Recently named in Oregon Magazine as one of Oregon's Best 100 Companies to Work For, EdgeLink is a well-respected leader in staffing and recruiting technology professionals. We enable Portland's technology businesses to reach their goals by uniting top professionals with hard-to-fill positions.

Job Description:

EdgeLink's Contract Services team delivers skilled technology professionals to meet the demanding needs of client companies. The primary function of the Account Manager is generating new business relationships and developing prospects into clients through phone and face-to-face interaction. In addition, the Account Manager acts as the primary contact for his/her clients, sources and qualifies business opportunities and penetrates accounts with a goal of increasing sales and further developing relationships.

You will be responsible for:

- Understanding EdgeLink's service offerings.
- Working well within a team environment, leveraging sales strategy with other AM's as well as working closely with technical recruiters to deliver the best possible service to EdgeLink customers.
- Employing solution-selling techniques to identify business needs and developing customized solutions solve client business problems.
- Understanding competitors' strengths and weaknesses and effectively articulating EdgeLink's competitive advantage.
- Prospecting and qualifying potential accounts via the telephone.
- Demonstrating effective negotiation and closing techniques to secure profitable business.
- Meeting a quota for monthly appointment goals.
- Tracking impact of production with respect to pipeline, commitments and closed business.
- Driving incremental revenue.
- Participating in group and individual presentations.
- Creating and executing against a personal action plan specific to growth and development.

EdgeLink Account Manager, Contract Services Team (continued)

Key Attributes:

Ethics/Acting with Integrity – Demonstrates principled leadership and sound business ethics. Builds trust with others through credibility and keeping commitments. Shows consistency between personal and professional behavior and values.

Building Relationships – Cultivates an active network of relationships inside and outside the organization.

Resilient - Ability to quickly recover from adversity, set backs and unforeseen obstacles without unnecessary delay.

Results Oriented- Demonstrates ability to plan and effectively apply appropriate resources to produce desired results.

Customer Focused – Demonstrates high regard for customer service. Promotes effective ideas and proposals. Shapes projects with a positive image. Negotiates win/win arrangements with customers and co-workers. Motivated to work well with others.

Requirements:

- Four year college degree or equivalent experience
- Proven track record of successful sales
- Must be comfortable speaking with high level decision makers
- Good understanding of how businesses operate/function
- Ability to work both independently and with a team
- Strong written, verbal and listening skills
- Strong technical acumen, including internet use and MS Office applications
- Previous staffing industry and/or technology skills knowledge are a bonus

Compensation:

You will enjoy a competitive salary plus monthly sales commissions, expense reimbursements, paid parking, 401 health benefits package and potential for rapid career advancement.

Apply to:

jointheteam@edgeline.com

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503-246-3989

EdgeLink is an Equal Employment Opportunity Employer and values the strength diversity brings to the workplace.