



Job Description

Syntax, a leading IT professional services company in the St. Paul/Minneapolis area is seeking a candidate for an Account Manager position. Account Managers are responsible for client relationship management and sales of a limited number of core products, along with support and managed services.

The Company

- Located in St. Paul, MN
- Local Twin Cities and regional leader in specialized and general IT and management consulting services
- Significant local and regional name/brand recognition
- Positive and supportive leadership
- Capabilities include architecture and delivery of scalable IT solutions/projects

Responsibilities

- Meet or exceed annual sales goal
- Manage and maintain any existing business within accounts
- Develop solid business relationships and trusted advisor status
- Identify new accounts
- Ensure quality, timeliness and effectiveness of all client communications
- Work with leadership and maintain accountability for the execution of strategic business growth initiatives

Education and Experience

Minimum Requirements:

- Bachelor's degree or equivalent industry experience.
- Exceptional communication and presentation skills.
- Three to Five years' experience with IT service desk operations.

Preferred Requirements:

- Minimum 2 to 4 years of success in technology and solution selling
- Knowledge of end user virtualization technologies and managed services
- Outstanding client relationship development skills
- Demonstrate a successful track record of closing business utilizing a consultative selling approach
- Exemplary professionalism, polish and executive presence
- Urgent, prioritized, organized, results focused and results driven