

Position Title: Account Manager**Purpose of the position**

- Maintain and grow established accounts
- Prospect for and establish new account relationships
- Developing relationship with vendors

Duties and Responsibilities Include:

- Generate and provide customer quotes for complex or custom solutions
- Establish strategies that will result in increased sales (both existing and new customers)
- Conduct face-to-face sales calls to accounts as necessary
- Analyze technology needs of the customer
- Penetrate customer accounts at the manager/director levels
- Develop and present programs, solutions, and promotions related to the vendor product line
- Provide guidance/training to resellers in selling and supporting Fortrex solutions
- Provide customer with guidance and support during the contract process
- Facilitate appropriate arrangements with credit and finance by presenting customers' situations and issues
- Carry out vendor promotions and marketing activities
- Develop and maintain vendor relationships that produce referral business opportunities
- Gain thorough understanding of customer business and strategic plans as they relate to Fortrex products and services
- Develop 3-way relationships (vendor, Fortrex, customer) to increase business for all three parties

Qualifications

- 2+ years sales experience, cold calling, and establishing leads
- Knowledge of IT industry highly desirable
- Knowledge of and ability to accurately apply pricing, Gross Profit, discounts, margin calculations
- Familiarity with principles of promoting, and demonstrating products and services.
- Strong presentation skills.
- Excellent communication skills
- A general understanding of industry standards, frameworks, regulations, networks and internet topologies is required.
- Experience with the internet and Microsoft office suite
- BS/BA

FORTREX TECHNOLOGIES, INC.

*5303 Spectrum Drive, Suite A
Frederick, Maryland 21703*

We offer

- Progressive Compensation Package (base salary and commission)
- Healthcare Benefits (Medical, Dental, Vision and Prescription Drugs)
- 401k with Employer Match
- Paid Time Off
- Life Insurance and Disability Coverage
- On-Going Training & Development
- Advancement Opportunities

Company Overview:

Founded in 1997, Fortrex Technologies began with one customer and a mission to be our clients' long-term, trusted security and risk management advisor. Today, over 1,000 customers representing a wide range of market segments, including banking, retail, healthcare, and SaaS providers, all enjoy the same benefits that our first customer experienced.

Our handpicked team ensures every customer confidentiality, integrity, and availability through world-class, enterprise-wide information security services and solutions that are scalable, repeatable, and affordable. Our experience has established us as an authoritative resource for PCI DSS, HIPAA/HITECH, and vendor due diligence, as well as other standards, frameworks, and regulations.

In working with Fortrex, you will participate in transforming challenging technical issues into logical business objectives. In a world of technological change, Fortrex helps you to take control

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