



JOB OPPORTUNITY

POSTING DATE: June 14, 2006
DEPARTMENT: Sales
JOB TITLE: Account Manager (2 - Dallas, TX and Rochester, NY)
HOURS: 1st Shift, Monday-Friday
REPORTS TO: Regional Sales Manager

The Account Manager will protect and grow the revenues from his/her assigned customer base; maintain new customers in the assigned territory; create material for sales meetings; and attend sales meetings and sales/product schools.

Duties and Responsibilities:

- Initiate sales activities including prospecting for, closing and managing within the assigned customer base.
- Meet or exceed assigned revenue quotas for the assigned customer base.
- Meet with customers on a regular basis; determine needs and propose appropriate solutions.
- Present proposals in response to customer and prospect needs.
- Maintain adequate account administration records including proper selling records and account/contact information.
- Participate in the development of and present account reviews to customer base.
- Provide sales forecasts to PDSi sales management.
- Act as an initial contact point for pricing and contract negotiations.
- Provide a communication channel between the customer base and corporate management.
- Generate and present reports to sales management as assigned.

Required Qualifications:

Bachelor's degree in business administration or related field required, graduate degree preferred. Minimum 3-5 years experience in direct sales and account management. Experience in telecommunications and/or electronic imaging solutions preferred.