

Account Manager – Laval

Type of position: Permanent
Remuneration: Based on experience

JOB TITLE: Account Manager
LOCATION: Laval

The candidate must have experience in consulting and sales of Information Technologies (IT) solutions such as Integration services, Consulting services, Web Site solutions, Software Development, IT Placement services and support programs.

Job Description

- Develop new business relationship with new clients;
- Promote RTI Technologies services and products;
- Evaluate and understand client's projects and request in order to identify potential opportunities;
- Follow up on a constant basis with clients;
- Prepare presentations and submissions for clients.

Requirements

- Excellent communicator;
- Solid experience in sales and client relationship;
- Manage opportunities from qualification stage to proposal, signing and after sales support;
- Business sense and understanding the IT business sector.

Technical Requirements

- Knowledge in Web Services, Networking and Integration Solutions, Software Development Solutions (ERP) and Consulting Services
- Understanding of technologies such as SAN, NAS, Clustering Servers, Terminal Servers
- Experienced with products such as:
 - Servers, Microsoft, Citrix, Clustering, SQL, Oracle, Unix
 - Storage Area Networks
 - VMware
 - Switches / Routers / VPN/Firewall
 - Back up Solutions
 - Security
 - Mobility Services Platform

General Qualifications

- Bachelor's degree in Computer Science or equivalent.
- Ability to work well under pressure, in a team based environment.
- Excellent presentation.
- Excellent written and oral communications skills.
- Bilingual (French and English).
- Own a car.

Send your resume to: sam@rtitechnologies.ca