

Account Manager

Lang Company is an award-winning, full-service technology provider helping our customers “Do Business Better” by providing award-winning hardware, software, and services. Our focus is providing our customers with tools to be more efficient, cost effective, and productive in the office. We look to build long term relationships with both our customers and our employees.

Account Manager Role

Our Account Managers play a critical role in our success. Your ability to achieve your sales goals by maintaining and growing your customer base is a cornerstone of our success. You will work with existing customers and develop new relationships. Your catalog of products and services includes office equipment from industry leading manufacturers like Konica Minolta, HP, and Kyocera. You will also work with our Subject Matter Experts to market our IT365 Managed Services, Document Workflow and Automation, Production Print and Total Print Care.

Your products and services will be maintained by our award winning service department that continually exceeds industry benchmarks for customer satisfaction and a management staff that believes in providing our customers with a great experience.

Account Manager Responsibilities

- Achieve sales quota by selling products and services to both new and existing customers.
- Be active in prospecting for new business by making contact via phone, in-person meetings, networking, social media, and referrals.
- Regularly meet with existing customers to insure customer satisfaction and explore opportunities for account expansion.
- Work cordially and professionally with all Lang departments to insure a smooth and successful sales process for the client and the company.
- Attend trainings and meetings as requested by your manager.
- Maintain and build your CRM in order to assist with marketing and reporting.

Account Manager Requirements

- A minimum of 2 years of successful business to business selling experience.
- Experience in technology sales is preferred but not required.
- An interest and understanding of technology including use of Word, Excel, and PowerPoint.
- A self-starter who is organized, disciplined, and accountable.
- Be career focused, positive, ethical, honest, and customer focused.

Lang Company Provides

- A supportive environment that allows you to develop your own selling style
- A compensation plan that includes a base salary, above average commissions, and bonuses.
- Industry leading, award winning products and services.
- Car and cell phone expense reimbursement
- Awards, contests, and other incentives.
- A generous benefit package to include medical, dental, and vision plans, 401K with match, and paid holidays and vacations.

If you are interested in joining the Lang Company team, please email your resume to meters@langcompany.com