



Employer Name: Laserfiche
Position Title: Sales Account Manager
Location- City, State: Vienna, Virginia
Industry: Internet & Software

Job Description: If you're a go-getter with excellent communication skills and a passion for relationship-building, Laserfiche has a great job for you!

As a Laserfiche sales account manager, you'll jump straight into the action, learning how to evaluate needs, diagnose problems and develop solutions by making warm and cold calls, consulting with clients and conducting software demonstrations. You'll have a chance to travel nationwide, attending tradeshow to generate leads. From these firsthand learning experiences, you will fine-tune your communication skills, gain solid sales expertise and help your team generate revenue.

Responsibilities Include:

- Convert leads into qualified opportunities to support outside sales and maximize profitability
- Achieve/exceed quarterly targets including lead qualification, lead referral and pipeline forecast goals
- Build and maintain relationships with Laserfiche customers via email, phone and web-based chat
- Work directly with a regional sales manager to handle potential and active accounts

This is an entry-level position with opportunities for rapid advancement. If you're up for the challenge, we want to talk to you!

What You'll Need:

- Bachelor's degree or equivalent sales experience
- A love for all things high tech
- Healthy balance of ambition and diplomacy
- Exceptional organizational and communication skills
- Active security clearance a plus
- Ability to pass and obtain a security clearance is preferred due to potential government contracts

Laserfiche complies with all Equal Opportunity and Affirmative Action regulations. Laserfiche makes all employment decisions – such as recruiting, hiring, training, promotion, compensation, professional development practices, discipline and termination – without regard to race, religion, color, national origin, ancestry, citizenship, sex, pregnancy, age, creed, physical or mental disability, medical condition, genetic characteristic, marital status, veteran status, gender identity/expression, sexual orientation or any other characteristic protected by law, except as may be permitted by law.

Duration: Permanent
Job Functions: Sales



Employer Description: Laserfiche is the world's largest privately-owned enterprise content management (ECM) software company. Since our start in 1987, we've developed software that helps over 4 million users make documents accessible and enables workplaces to operate at their full potential. Organizations use Laserfiche ECM software to move away from hard-copy paperwork and securely store, modify and route their files electronically. Our automation tools replace tedious manual tasks that typically delay work. Maybe it's the year-round California sun, but our folks are a social bunch with a knack for sharing their passions: Our foodies dine together at the best joints around LA; the sporty types hit the surf and soccer fields; the sailors charter our company sailboat, The Flying Fiche, to glory on the high seas, and much more. This shared curiosity brings an all-hands-on-deck approach to our office. Employees quickly become experts in their roles, but more often form cross-functional teams, collaborate at all levels and take on impactful projects from day one. The end game? Teams that thrive and a place to make personal connections right away. We recruit top engineering, marketing, consulting and sales talent around the world.

Employer Locations: Vienna, Virginia

Allowed School Years: Senior

Allowed Majors: All majors

Work Authorization Requirements: US Work Authorization Required