



Synergy Associates is an Authorized Hewlett Packard Enterprise Tier-1 Distributor. As the leading provider of HPE Renew nationally, Synergy is committed to helping resellers select, configure and deliver the industry's best solutions from its distribution facility in Minnesota. Founded in 1998, the award winning company continues to build relationships that maximize their customer's HPE business investment.

Synergy Associates is seeking a **Senior Account Manager**. If you are outgoing, successful at building relationships and have a passion for technology, computer hardware and sales, then this is the opportunity for you. Earn salary and additional commission as a Senior Account Manager calling on more than 20,000 HPE US Authorized Resellers.

Job Description:

- Develop opportunities within the HPE Reseller market for HPE Renew products
- Responsibilities include the qualification of all leads and email campaigns received via the phone, web, corporate events and vendor fairs
- Manage a team of sales representatives supporting team success in achieving all margin and revenue quotas
- Call on existing and new prospects for Synergy Associates and HPE Renew
- Spend a significant time each day on the phone with inbound/outbound calls
- Close HPE and Microsoft opportunities for Synergy
- Utilize marketing best-practices with provided initiatives and sales enablement materials

Primary Responsibilities:

- Experienced cold and warm calling; prospecting and phone skills
- Outbound prospect qualification and account research
- Inbound prospect qualification and follow-up
- Working closely with sales team to qualify new leads and close sales
- Support all sales of Synergy Associates equipment to customers and prospects
- Maintain clear articulation of business themes and messaging
- Training and career development
- Maintenance of customer database ensuring accuracy and integrity
- Pipeline and inventory list management
- Assist in additional sales admin tasks as needed
- Team leader striving to achieve both team and personal sales goals
- Attain customer satisfaction and maintain positive customer relations
- Provide reports to management on a timely basis
- Manage time efficiently, effectively and profitably



Skills and Requirements:

- Bachelor's Degree
- B2B sales experience
- Concise verbal and written communications
- Effective listening; excellent telephone skills
- Outstanding interpersonal skills; articulate and persuasive
- Organized with Microsoft Office competency
- Understand technology and business best practices
- Flexibility and adaptive to new challenges and various tasks throughout the day