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**JOB DESCRIPTION: ACCOUNT MANAGER**

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<b>DEPARTMENT:</b>	FLVS Global	<b>REPORTS TO:</b>	Manager, Sales
<b>JOB CLASS:</b>	Manager	<b>PAY GRADE:</b>	21
<b>EXEMPT STATUS:</b>	Exempt	<b>DATE:</b>	03/16/2012

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***Our Mission is to deliver a high quality, technology-based education that provides the skills and knowledge students need for success.***

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**POSITION GENERAL SUMMARY:**

The Account Manager serves as a member of the FLVS sales team, managing existing customer accounts and seeking out new customers by focusing on relationship-building and consultative sales strategies. The Account Manager meets team and individual sales quotas, and proactively manages the complete sales cycle within their assigned territory, serving as the primary contact for their assigned and newly established accounts.

**ESSENTIAL POSITION FUNCTIONS:**

- Build and maintain client relationships by phone, face-to-face meetings, and through the use of Web 2.0 tools
- Lead consultative discussions with potential and existing clients; recommend products and services for virtual and blended implementation for schools, school districts, or other agencies within the assigned territory
- Document sales activities in FLVS systems
- Develop and execute sales and marketing plans under the guidance of the FLVS Global Services leadership team
- Design, plan, schedule, deliver, and manage sales related activities, including, but not limited to, course demonstrations, training sessions, and conference presentations
- Deliver sales proposals and presentations with confidence, influence and enthusiasm
- Assist in strategic planning and development of products and services based on client needs, market research, and internal knowledge-base
- Work cooperatively with other FLVS Global Services resources, including Business and Esolutions Specialists
- Develop sales strategies that attain yearly sales goals
- Meet professional obligations through efficient work habits such as, meeting deadlines, honoring schedules, coordinating resources and meetings in an effective and timely manner, and demonstrates respect for others
- All work responsibilities are subject to having performance goals and/or targets established

*(These essential functions are not to be construed as a complete statement of all duties performed. Employees will be required to perform other job related duties as required.)*

**MINIMUM REQUIREMENTS:****Education/Licensure/Certification:**

- Bachelor's degree, preferably in education, business administration, or marketing

**Experience:**

- 3 years' experience in sales, marketing, account management, course/product development, or education (preferably online instruction), or any relevant combination
- 2 years' experience with PK-12 virtual school programs and systems, including learning management systems
- Experience with presentation design and delivery, including large group facilitation
- Experience engaged with PK-12 online courseware, preferred
- Experience utilizing Salesforce technology, preferred

**Knowledge, abilities and skills:**

- Knowledge of sales support and customer service and product/services market research
- Knowledge of the virtual education marketplace and distance learning content providers
- Knowledge of Microsoft Office Suite
- Excellent written and verbal communication skills
- Excellent interpersonal skills, including the conveyance of a dynamic, engaging and charismatic personality
- Excellent presentation skills, including the ability to speak to key decision-makers with confidence and influence
- Excellent research and organizational skills
- Demonstrated ability to build rapport and maintain professional relationships with customers and other key stakeholders
- Ability to work with and through people to establish goals, objectives, and action plans
- Ability to work independently, as well as oversee and facilitate large group projects
- Ability to effectively manage multiple projects and meet aggressive deadlines
- Ability to translate customer needs into solutions
- Ability to communicate effectively with diverse workgroups and key stakeholders, including executive-level management and Board of Trustees

**CORE COMPETENCIES FOR SUCCESS:**

<p style="text-align: center;"><b>COMMUNICATION SKILLS</b></p> <p><i>Clearly and effectively conveys and/or presents information verbally; summarizes what was heard to mitigate miscommunication; Shares ideas and perspectives and encourages others to do the same; Informs others involved in a project of new developments; Disseminates information to other employees, as appropriate; Effectively uses multiple channels to communicate important messages; Keeps supervisor well informed about progress and/or problems in a timely manner; Writes in a clear, concise, organized and convincing way for a variety of target audiences; The written message is consistently error-free; The written message has the desired effect on the target audience</i></p>	<p style="text-align: center;"><b>CUSTOMER FOCUS</b></p> <p><i>Prioritizes customers (internal and external) and their needs as primary and is dedicated to meeting their expectations; Develops and maintains customer relationships; builds credibility and trust; Quickly and effectively solves customer problems; Provides prompt, attentive service in a cheerful manner; adapts to changing information, conditions or challenges with a positive attitude; Incorporates customer feedback into delivery of service to provide the best experience possible for the customer; Actively promotes FLVS in community by serving as a FLVS ambassador or volunteer</i></p>
<p style="text-align: center;"><b>INTERPERSONAL SKILLS</b></p> <p><i>Relates well with others; Treats others with respect; Shares views in a tactful way; Demonstrates diplomacy by approaching others about sensitive issues in non-threatening ways; Considers and responds appropriately to the needs,</i></p>	<p style="text-align: center;"><b>FUNCTIONAL /TECHNICAL EXPERTISE</b></p> <p><i>Has the skills, abilities, knowledge and experience to be successful in functional area of expertise; Dedicates time and energy to keeping abreast of the latest information related to area of expertise and technology; Picks up on technology</i></p>

<i>feelings and capabilities of others; Fosters an environment conducive to open, transparent communication among all levels and positions; Takes the initiative to get to know internal and external customers</i>	<i>quickly; Does well in technical courses and seminars; Produces high quality work in organized and timely fashion</i>
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## **MANAGER COMPETENCIES FOR SUCCESS:**

<p><b>COMMAND SKILLS</b></p> <p><i>Relishes leading; Takes unpopular stands if necessary; Encourages direct and tough debate but isn't afraid to end it and move on; Is looked to for direction in a crisis; Faces adversity head on; Energized by tough challenges</i></p>	<p><b>CONFLICT MANAGEMENT</b></p> <p><i>Steps up to conflicts, seeing them as opportunities; Reads situations quickly; Good at focused listening; Can hammer out tough agreements and settle disputes equitably; Can find common ground and get cooperation with minimal "noise"</i></p>
<p><b>LISTENING</b></p> <p><i>Practices attentive and active listening with all groups/people; Has the patience to hear people out without interruption; Can accurately restate the opinion of others even when he/she disagrees</i></p>	<p><b>MANAGING DIVERSITY</b></p> <p><i>Manages all kinds and classes of people equitably; Deals effectively with all races, nationalities, cultures, disabilities, ages and both sexes; Hires variety and diversity without regard to class; Supports equal and fair treatment and opportunity for all</i></p>
<p><b>DEVELOPING OTHERS</b></p> <p><i>Provides constructive, concrete, behavioral feedback to others through monthly development discussions; Shares information, resources and suggestions to help others be more successful; Delegates challenging work assignments or responsibilities that will help the abilities and stretch others; Regularly meets with employees to review development needs, career aspirations and progress; Constructs compelling developmental plans and executes them; Creates a climate in which people want to do their best; Is a good judge of talent; After reasonable exposure, can articulate the strengths and limitations of people inside or outside the organization</i></p>	<p><b>TIMELY, QUALITY DECISION MAKING</b></p> <p><i>Makes decisions in a timely manner, sometimes with incomplete information and under tight deadlines and pressure; Able to make a quick decision; Makes good decisions based upon a mixture of analysis, wisdom, experience and judgment; Sought out by others for advice and solutions; Most of his/her solutions and suggestions turn out to be correct and accurate when judged over time</i></p>
<p><b>PROCESS MANAGEMENT</b></p> <p><i>Good at figuring out the processes necessary to get things done; Knows how to organize people and activities; Understands how to separate and combine tasks into efficient work flow; Can readily see opportunities or synergy and integration; Can simplify complex processes; Gets more out of fewer resources</i></p>	<p><b>TEAM BUILDING</b></p> <p><i>Develops networks and builds alliances; Participates in cross-functional activities to achieve organizational objectives; Focuses time and energy to develop direct report team and peer team; Fosters commitment, team spirit, pride and trust; Recognizes and rewards people for their achievements and contributions to organizational success; Identifies and tackles morale issues; Provides training and development to employees; creates and participates in team building sessions; Empowers others; Makes each individual feel his/her work is important; Invites input from each person and shares ownership and visibility</i></p>
<p><b>MANAGING &amp; MEASURING WORK</b></p> <p><i>Clearly assigns responsibility for tasks and decisions; Sets clear objectives and knows what to measure and how to measure them; Monitors process, progress, and results; Designs feedback loops into work; Holds self and others accountable for achieving goals and objectives</i></p>	<p><b>COMFORT AROUND HIGHER MANAGEMENT</b></p> <p><i>Deals comfortably with more senior managers; Presents to more senior managers without undue tension and nervousness; Determines the best way to get things done with more senior managers by talking their language and responding to their needs; Crafts approaches to working with more senior managers that are seen as appropriate and positive</i></p>

#### MANAGERIAL COURAGE

*Doesn't hold back anything that needs to be said; Is not afraid to provide current, direct, and "actionable" positive and corrective feedback to others; Lets people know where they stand; Faces up to people problems on any person or situation quickly and directly*

#### **PHYSICAL REQUIREMENTS AND ENVIRONMENTAL CONDITIONS:**

- Location: Remote
- Frequency of travel: Up to 70% travel is required for meetings, trainings and conferences; location may vary and may require overnight stays
- Light physical activities and efforts required working in an office environment

*(Reasonable accommodations will be made in accordance with existing ADA requirements for otherwise qualified individuals with a disability.)*

*FLVS does not discriminate in admission or access to, or treatment or employment in its programs and activities on the basis of race, color, religion, age, sex, national origin, marital status, disability, genetic information or any other reason prohibited by law.*