

**Senior Account Manager – Transport & Access Sales**

**Company:**

TeleSpectra LLC is a rapidly expanding privately held company located in the Southwestern U.S. (Headquartered in Scottsdale, AZ) that delivers High Speed IP Broadband business applications and Carrier Grade connectivity to Businesses, Broadcast Media, Wireless Providers and Government accounts.

**Job Description:**

The Senior Account Manager will be responsible for the acquisition of new business in the State and Local Government Markets as well as the Wholesale Service Provider Market throughout the Southwestern, U.S. and will be a key player in strategically positioning TeleSpectra's suite of High Speed Broadband, Enhanced IP services, Local Access and Long Haul Access Products (DS-1 to OC-N) within the State of Arizona.

**Requirements:**

1. Demonstrates the ability to identify and qualify opportunities, develop capture plans and support proposals.
2. Must possess the ability to create and execute strategies that lead to new business with the government sector (specifically within the state and local government in the State of Arizona) and/or the Service Provider Carrier (Wireless, Wireline, Cable and ISP's).
3. Individual will develop major pursuits, drive teaming arrangements, manage customer relationships and call plans, develop solution concepts, and monitor contracting information and opportunities.
4. Intimate knowledge of customer set with appropriate contacts to identify, analyze and anticipate marketplace trends and their implications for new business/solution development.
5. Expands industry awareness of TeleSpectra services through participation in industry associations and through contacts with principals of potential client organizations.
6. Develops a strong understanding of each target client's business operations and goals to perform new business development activities with existing and new customers.
7. Develops professional relationships with leaders in target government agencies and Service Provider accounts.
8. Conducts competitive analysis of proposals (RFP) and possesses the knowledge to assert the price and solution to win each opportunity and identify and qualify potential teammates and develop strategic teaming strategies.
9. Minimum of 6 years of proven experience in winning large, multi-year contracts.
10. The right candidate requires great acumen in understanding each unique business drivers, and consequently, adapting TeleSpectra's value proposition to each situation.

Bachelor's Degree Preferred