

## Strategic Account Manager

RStor was founded with the mission to connect the world's computing resources. The RStorMulticloudPlatform™ is the first to aggregate and automate compute resources from private data centers, public cloud providers, and trusted supercomputing centers on a next generation networking fabric. Headquartered in Saratoga, CA, RStor has raised \$45 million in a series A funding round, led by Cisco Investments. Learn more at <https://rstor.io/>.

At RStor we are building a culture that emphasizes open-minded, collaborative teamwork, and an ability to take responsibility and rise to the challenges of creating major shifts in cloud technology. A demonstrated willingness to step out of your comfort zone and solve problems in new, inventive ways is a must. We're looking for independent thinkers who are comfortable contributing to the larger goals of the team, and nimble enough to adapt to market and data-driven changes.

If you're creative, driven and passionate about applying advanced technology to solve some of the world's biggest and most important problems, you'll be among friends at RStor.

### Job brief

We are looking for a Strategic Account Manager to play a critical role in building relationships with significant clients. Our ideal candidate should ensure client satisfaction and be able to identify new opportunities to increase sales.

As a Strategic Account Manager, you will represent our company and interact with major clients. So, if you have excellent communication skills with a customer service attitude, we would like to meet you.

Ultimately, you will be responsible for achieving sales quota and strategic account targets.

### Responsibilities

- Manage our key accounts portfolio in the assigned Region
- Achieve assigned strategic account objectives
- Communicate with major clients on a regular basis and respond to specific queries
- Suggest solutions and innovative ideas to meet client needs
- Act as the liaison between key customers and internal teams
- Identify and approach new potential strategic customers
- Monitor and report sales performance metrics
- Identify and lead Business Development efforts. Research, contact, qualify, prepare and present solutions to acquire new accounts
- Report monthly, quarterly, and annually on business development/marketing activities, future forecasts, including new clients and target account
- Assist with the development of Account strategy. Identify, validate and drive new regional opportunities, map client structure, processes and contacts, develop action plan, establish strong and long-term relationships, identify obstacles and /or advantages to allow strengthening of relationship and expansion into all overlapping service areas

## Requirements

- Proven work experience as a Strategic Account Manager or Key Account Manager
- Solid sales experience in B2B environment
- Hands on experience with storage and Cloud infrastructure
- Understanding of sales performance metrics
- An ability to address customer requests in a timely manner
- Excellent communication and interpersonal skills with an aptitude for building strong client relationships
- Strong negotiation skills with a problem-solving attitude
- Availability to travel as needed
- College degree

Please send resume to [careers@rstor.io](mailto:careers@rstor.io) and the Title of this position in the Subject of your email.