



**CDW Account Manager, Channel Group, Americas**  
**Job Location: Remote from Home Office, Chicago Area**

**Summary**

Imagine what you could do here. At Opengear, great ideas have a way of becoming great products, services, and customer experiences very quickly. Bring passion and dedication to your job and there's no telling what you could accomplish. Opengear has been the industry leader for out of band networking solutions for 15 years now and pioneered embedded, certified cellular solutions for over 9 years. We are looking for someone to drive our continued growth in the Northeast Region.

Reporting to the Director of Channel Sales, Americas, the CDW Account Manager will drive revenue by developing deeper relationships with CDW sales and PPM teams. The CDW Account Manager will support the Channel Sales Team in their efforts to expand Opengear's revenues with CDW.

**Primary Responsibilities**

- Meet/exceed sales targets contributing to company growth, specifically with CDW.
- Be the Chief Opengear Product Evangelist (COPE) at CDW
- Help develop and execute annual account planning with director and channel marketing manager
- Onsite engagement with sales teams, sales management, and solutions architects
- Work with account managers to uncover, follow-up, and close large deals
- Organize product trainings, demonstrations, team sits, and other revenue generating activities
- Define and attend awareness/marketing activities such as: floor walks, lunch and learns, table-top events such as TSS, others, emails campaigns, team dinners, gift card promotions, spiffs. etc.
- Partner with the Channel Sales Managers to develop and deliver proposals, quotes to salespeople and pre-sales engineers
- Work with channel sales engineer to expand our reach within the sales organization

**Requirements**

- Bachelor's Degree
- 5+ years of sales experience within CDW
- Experience selling network products
- Experience working with manufacturers and distributors
- Understanding of the Channel for Technology Products
- Ability to travel to all CDW locations in North America
- Experienced salesforce user

**Qualifications**

- Ability to work well in a team environment
- Excellent communication and interpersonal skills
- Consultative selling approach
- Comfortable presenter of technology and business materials to both small and large groups
- Creative thinker
- Self-motivated