

# United States Jobs Expertini®

## Major Account Mgr

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Company: F5

Location: United States

Category: other-general

At F5, we strive to bring a better digital world to life. Our teams empower organizations across the globe to create, secure, and run applications that enhance how we experience our evolving digital world. We are passionate about cybersecurity, from protecting consumers from fraud to enabling companies to focus on innovation.

Everything we do centers around people. That means we obsess over how to make the lives of our customers, and their customers, better. And it means we prioritize a diverse F5 community where each individual can thrive.

### **Position Summary:**

This is a strategic sales position requiring an in-depth knowledge of how technology is used to enable business goals or overcome business challenges. Position requires strategic thinking/planning coupled with tactical execution of identified business opportunities.

Responsible for managing all facets of the relationship with named or large key accounts (of significant strategic importance to the organization) while ensuring revenue goals are being met. Maintains contact at relevant levels in the accounts focusing on strategic nature of the relationship. Must be able to build and maintain relationships effectively and communicate at all levels. Develops opportunities across the F5 solution portfolio while effectively selling solutions and services using technical, organizational and customer knowledge to influence and build trusting relationships. Able to partner effectively, and tactically, with Systems Integrators, large Service Providers and regional VARs based on need or required value. This is typically an individual contributor role. This is a quota carrying role.

## **Primary Responsibilities:**

Primary point-of-contact for major account/(s) regardless of account's geographic location.

Maintains contact with account at a high, executive level, focusing on the strategic nature of the relationship

Sells the organization's products or services to and maintains relationships with existing national named accounts. Responsible for expanding and retaining named accounts while ensuring ongoing customer service.

Responsible for identifying and qualifying long-term and short-term business opportunities and pro-actively identifying and addressing competitive threats

Prepares formal proposals and presentations, presents to all levels of the organization including executives, leads negotiations, coordinates complex decision making processes and overcomes objectives to closure, and closes sales in a professional and effective manner

Responsible for significant key partner relationship management and development. Facilitate executive-level relationships between the customer, F5 and its partners including; facilitating communication on strategic and tactical issues and maintaining continuity

Maintain up-to-date knowledge of industry trends, technical developments and government regulations that effect target markets

Must understand organization's business needs, develop application of products and services and communicate how F5's technical value added solutions will address those needs

Research and develop lists of potential customers within an organization; regularly follow-up on leads and developing leads, and act to close deals

Determine market strategies and goals for each product and service; understanding the strategies, goals and objectives of named accounts

Assume a leadership role in coordinating account strategy and tactics for sales support team (inside sales, systems engineering, sales management)

Assume full responsibility for accurate sales forecasting by demonstrating in depth knowledge of sales cycles from initial contact through the procurement process, ensure

SalesForce is utilized appropriately and maintained on a regular basis

Develop and maintain detailed account profiles including organizational charts for all accounts to be reviewed by management on a quarterly basis

Develops strategy for sustained management and success of business and coordinates resources to ensure goals are met

Partner with internal and external teams and channels to develop innovative technical solutions to maximize F5's footprint and Customer dependent in account

Responsible for upholding F5's Business Code of Ethics and for promptly reporting violations of the Code or other company policies

Perform other related duties as assigned

### **Knowledge, Skills and Abilities**

Strong negotiation and closing skills

Strong solution selling and presentation abilities

Advanced client interfacing and customer-focused approach

Strong Influencing skills

Demonstrated selling skills in a complex matrix environment

Demonstrates effective use of internal relationships and resources

Strong ability to effectively manage time and prioritize workload, develop and manage pipeline and forecasting

Ability to provide and work from a home office located within the territory

Requires specialized knowledge in networking products, preferably those of F5

Experience with Internet related software or systems

### **Qualifications:**

8+ years of direct work experience in a relevant environment

BA/BS degree preferred

### Physical Demands and Work Environment

Job may be performed on-site at a customer facility or data center, or in an office environment sitting at a desk or computer table

Duties require the ability to utilize a computer, communicate over the telephone, and read printed material

Duties may require being on call periodically and working outside normal working hours (evenings and weekends)

Duties require the ability to travel up to 50% via automobile and airplane, and may require being on call periodically and working outside normal working hours (evenings and weekends)

F5 is an equal opportunity employer and strongly supports diversity in the workplace.

#LI-KT1

The Job Description is intended to be a general representation of the responsibilities and requirements of the job. However, the description may not be all-inclusive, and responsibilities and requirements are subject to change.

The annual U.S. base pay range for this position is: \$129,794.00 - \$194,690.00

F5 maintains broad salary ranges for its roles in order to account for variations in knowledge, skills, experience, geographic locations, and market conditions, as well as to reflect F5's differing products, industries, and lines of business. The pay range referenced is as of the time of the job posting and is subject to change.

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