



Sales/Account Managers

Career Track and Advancement: Matrix Proven POS sells, installs and supports Aloha point of sale systems in restaurants throughout the Detroit area and all of Ohio. Our corporate office is in Huron, Ohio and we have four satellite offices located in Detroit, Cleveland, Columbus, and Cincinnati.

Please submit your resume via our website at www.MatrixProvenPos.com.

GENERAL POSITION SUMMARY:

As a member of the Matrix Proven POS team, Account Managers are responsible for acquiring new accounts by generating leads and following up on corporate generated leads. Performance will be measured by the individual's ability to close new business. It is expected that the Account Manager becomes intimate with his/her territory by forming effective networks and is involved with the area's restaurant industry.

ESSENTIAL FUNCTIONS:

- Achieve monthly, quarterly and annual sales quotas
- Sell products and services in alignment with Matrix Proven POS's goals and objectives
- Develop in-depth knowledge of Aloha/Radiant Systems products and services
- Identify and qualify new account opportunities
- Position Matrix Proven POS against competition
- Attend trade shows and association meetings as required
- Weekly reporting and updates of sales
- Maintain current and accurate customer database information
- Other job related duties as assigned

SPECIFIC SKILLS and PROFICIENCY LEVEL:

- Present a positive attitude
- Ability to make a minimum of 20 sales calls per week
- Ability to assess restaurateurs' needs, analyze survey results and propose appropriate solutions
- Ability to write and present effective proposals
- Ability to close sales
- Ability to balance multiple accounts' sales cycles
- Ability to effectively manage time and prioritize multiple responsibilities
- Demonstrate excellent verbal and written communication skills
- Self motivated and ability to excel with minimum supervision yet within company guidelines
- Possess the ability to learn the technical aspects of a point of sale system
- Good PC skills with proficiency with Microsoft Word and Excel as well
- Ability to maintain account information in GoldMine database
- Ability to work well with co-workers in a team environment
- Exceptional problem-solving skills
- Strong relationship building skills
- Aptitude to learn quickly and perform well under pressure
- High level of integrity, confidentiality and professional maturity

Qualifications:

- High School diploma required
- One year outside sales preferred
- Restaurant management experience or related experience required
- Experience with POS systems or complex software and hardware solutions and professional services

We are an equal opportunity employer