

## Regional Account Manager

National Avaya and Cisco Business Partner looking for a salesperson to cover The State, Local and Education (SLED) markets in the Southwest. Avaya, Cisco or Microsoft backgrounds a plus. Also experience with U/C and Contact Centers would be a plus. Base and Commission open to negotiations. Virtual office.

Altura Communications Solutions, LLC is a leading provider of unified communications, data networking, video collaboration, and managed services. As an Avaya and Cisco Business Partner, Altura is authorized to sell the complete line of Avaya products, Cisco solutions and other high quality telecommunication products. Altura is poised for growth due to the combination of our best-in-industry service and Avaya's market-leading products.

Headquartered in California, Altura has nationwide sales and service capabilities and approximately 150 employees. Outstanding customer satisfaction is our top priority. Visit us at [www.AlturaCS.com](http://www.AlturaCS.com).

The Account Manager is responsible for all aspects of territory management and must possess the following:

### Qualifications:

- BS degree or equivalent with a minimum of 3 years successful experience managing a sales territory in a growing business environment including prospecting, replacing an incumbent/competitor, and protecting the installed base.
- Working knowledge or certifications with Avaya Unified Communications (UC) and Cisco data networking is a plus.
- Strong communication skills coupled with superior negotiation skills.
- LAN/WAN/Wireless data networking solution knowledge strongly preferred.

### Benefits

- Medical Insurance
- Health Safety Account
- Flexible Spending Account
- Dental Insurance
- Vision Insurance
- Life & AD&D Insurance
- Disability Insurance
- Employee Assistance Program
- Voluntary Supplemental Coverage
- Whole Life & Legal Shield
- Health & Wellness Resources
- Kaiser Insurance (California only)