

## ***Human Resources***

---

Position: Account Manager, ISV relationships  
Location: Massachusetts  
Tax term: Full Time  
Compensation: Excellent package, consisting of a competitive base and incentives  
Length: Perm

### **Summary:**

The Account Manager is responsible for managing relationships between ALTOROS and Independent Software Vendors (ISVs), to ensure customer satisfaction, project success and increased revenue generation and profitability. The Account Manager is focused on managing the success of current engagements, while identifying opportunities to expand current projects and initiate new projects.

The Account Manager will collaborate closely with the ALTOROS client services team to maximize each project's success and revenue opportunity of business on an ongoing basis. The successful candidate will be responsible for investigation, positioning, preparation and presentation of RFPs and close of additional and expanded projects.

### **Responsibilities:**

- Work closely with technical account support team to perform feasibility assessments of how well ALTOROS services meet the customer requirements and what technical services would be required.
- Coordinating with internal ALTOROS and ISV's teams to insure a smooth transfer of knowledge to facilitate the requirements definition and requirements fulfillment process.
- Maintain clear understanding of how ISV's utilizing ALTOROS and coordinating meetings between visiting ALTOROS personnel and the ISV's staff.
- Forming and perpetuating durable business partnerships and relationships, which will promote the long-term success of ALTOROS.
- Meet and exceed annual revenue goals.
- Responsible for technical sales support, lead generation, and on going account relationships.
- Proven account development skills. Must be able to generate and qualify excellent project leads.
- Able to identify decision-makers and build stronger relationships with Boeing.
- Superior professional presence and business acumen.
- Participation in the generation of proposals and answering RFPs. Excellent written and verbal skills required.
- Handling technical and out-sourcing objections and clearly articulating the ALTOROS value proposition and its benefits



## ***Human Resources***

---

- A great ALTOROS "fit" - customer focused, good team member, delivery oriented, high energy and values honesty and integrity.

### **Requirements:**

- BA or equivalent in engineering, business or technical field.
- 5+ years account management experience, selling business software development services.
- Technical and management consulting background or similar technical solutions experience required.
- Broad technical background, with current understanding of software development methodologies and services.
- Expected travel moderate within specific account territory.

Send your resume via email or fax to:

ALTOROS SYSTEMS  
email: [careers@altoros.com](mailto:careers@altoros.com)  
Fax: (413) 513-2868  
[www.altoros.com](http://www.altoros.com)