



CNP Technologies has been helping clients Build, Manage, and Protect their mission-critical IT systems for over 22 years. We boast a deep bench of tenured engineers and long-term employees, many who have been an integral part of CNP since the beginning. Despite our long tenure serving established clients for over two decades, we operate entrepreneurially with equally quick and enduring growth in our sights. Being part of CNP means being surrounded by passionate and innovative thinkers who are focused on both elevating our employees and delivering long-term customer success in Unified Communications, Data Center & Network Infrastructure, Cloud Services, and Network & Data Security.

CNP Technologies is seeking a highly motivated **Account Associate** to sell CNP's professional IT services and solutions for Data Center Integration and Infrastructure, Networking, Security Solutions, and Unified Communications including voice services, collaboration, and remote workforce solutions.

Key Responsibilities include:

Account Assistance: Identify, propose, and close sales opportunities with products and services offered by CNP, Manage and maintain customer relationships, and expand the number of CNP products and services provided within each customer account

Manage the CRM: Update contacts, enter new contacts, tag contact for marketing, etc.

Forecasting: Assist the sales team with daily/weekly/monthly updates to our forecast

Scheduling: Assist with sending calendar invites for important meetings, tracking calendar availability for the rest of the team, etc.

Marketing: Managing a catalog of up-to-date marketing materials, working with the Marketing Director to update and improve our existing materials

General Team Administration: Assist with Proposal Preparation, Expense Reports, and other general tasks

Tracking: Assist with tracking where the team is on each project. Help coordinate with partners and other CNP resources

Prospecting: Working in LinkedIn and occasional cold calling

The role is located in Charlotte, NC - Experienced IT and Services Sales, Customer Service, Social Media Marketing, Inside Sales, Call Center, and equivalent experienced professionals along with recent college graduates with IT curriculum are encouraged to apply.

Preferred Experience:

Any type of call center, tele-sales, and social media marketing experience is beneficial but not required. Background with solutions built on: Mitel, Cisco, NetApp, ArcServe, Five9, VMware, Ring Central, 8X8 and others leading providers is a plus but not required.

The successful candidate will demonstrate an aptitude for customer development and customer service. The role will have the support of the world class CNP presales and engineering teams. CNP is a recognized leader in the space with a proven track record, significant customer base, and preferred status with leading manufacturers.