



# A-LIGN CAREERS

JOIN OUR TEAM. BE ALL IN.



## STRATEGIC ACCOUNT MANAGER

### ABOUT THE ROLE

The Strategic Account Manager will be responsible for maintaining present client accounts and upselling existing business through the internet, phone communications, client site visits, and industry trade shows. The Strategic Account Manager will work closely with A-LIGN's partner group and the service delivery team to ensure strong relationships are built with the client base. The Strategic Account Manager will be responsible for exemplary communication between the client and A-LIGN to assist with furthering existing business. The Strategic Account Manager will exhibit strong performance and use best practices to create strong client relationships.

**REPORTS TO:** Director of Strategic Accounts

**PAY CLASSIFICATION:** Full-Time, Exempt

### RESPONSIBILITIES

- Re-sign assigned book of business annually or as required
- Generate additional revenue from assigned book of business through increased fees and additional services
- Scope all of A-LIGN's services lines with excellent understanding and ability
- Accurate and consistent forecast of monthly sales projections
- Complete daily Salesforce tasks on time
- Communicate needs of the client to the service delivery team
- Build a strong partner relationship with current clients

### MINIMUM QUALIFICATIONS



#### EDUCATION

Bachelor's Degree in Accountancy, Management Information Systems, Computer Information Systems, Business Administration, Economics, or relevant discipline



#### EXPERIENCE

- At least one year of experience in IT Audit, Account Management, or Sales and Business Development
- Two years of experience in IT Audit preferred
- Experience working with Salesforce



#### SKILLS

- Ability to meet deadlines with a high degree of motivation
- Excellent communication skills
- Thrives in a fast-paced environment
- Ability to work individually as well as collaboratively
- Outgoing personality

# WHAT WE CAN OFFER YOU



UP TO 10% OUT  
OF TOWN TRAVEL



UNLIMITED PAID TIME  
OFF PLAN



TECHNOLOGY  
ALLOWANCE



VITRTUAL  
EMPLOYMENT



VACATION BONUS



401 (K) PLAN WITH  
EMPLOYER  
MATCHING



EMPLOYER PAID  
LIFE INSURANCE  
AND DISABILITY  
INSURANCE



EMPLOYER PAID  
HEALTH, VISION,  
AND DENTAL



PAID OFFICE  
CLOSURE  
DECEMBER 24 –  
JANUARY 1



GENEROUS PAID  
HOLIDAYS  
SCHEDULE



CERTIFICATION  
REIMBURSEMENT



COMPETITIVE  
COMMISSION  
STRUCTURE

## ABOUT A-LIGN

A-LIGN is a global cybersecurity and compliance firm that assists organizations of all sizes with the ever-changing cyber threat landscape, headquartered in Tampa, Florida. A-LIGN leverages our industry expertise to guide organizations towards security, compliance and privacy services that will enhance their information security to prevent cyber threats, and reduce risk, turning their security into a competitive edge. We are a licensed CPA firm, Qualified Security Assessor Company, HITRUST CSF assessor, accredited ISO 27001 certification body, and accredited FedRAMP 3PAO offering SOC 1: SSAE 18 Examinations, SOC 2: AT 101 Services, PCI DSS Assessment Services, FISMA Security Assessments, ISO 27001 Certifications, FedRAMP Security Assessments, HIPAA and HITECH Services and Penetration Testing and Vulnerability Assessments.

## COME WORK FOR A-LIGN!

Email your resume and contact information to [careers@a-lign.com](mailto:careers@a-lign.com)!