



## **Inside Account Manager (IAM)**

### **Job Description:**

In-Market Position reporting to the Associate Director of Sales Force Effectiveness, this position primary responsibility will be to meet and exceed sales goals, of a specific account base, by selling the full line of optical products on behalf of Alcon. The Inside Account Manager will provide value-added services by using consultative sales methodologies and being a sales liaison for management and accounts within a specified Region.

Perform regional sales support with high volume ECPs' in accordance with sales and marketing plans aligned to current Account Manager expectations. Maximize consultative selling approaches and maintain sales territory with remote meetings and telephone sales to an established account base. Increase territory revenues and profit through the development of existing accounts. Execute marketing activities and promotions to maximize sales results with targeted accounts. Inform customers of products, promotions and services to generate new business or to increase business. Know client needs and requirements and create solutions that may better service their needs. Provide coverage for open territories for vacant account managers and provide to account managers with larger customers as needed.

Potential Travel 10-15% in to the market to meet with larger customers

Adhere to company sales policy and guidelines

Minimum Requirements:

- Bachelor's Degree or Equivalent years of directly related experience (or high school+8yrs; Assoc.+4yrs; M.S.+0yrs)
- The ability to fluently read, write, understand and communicate in English

### **ABOUT ALCON**

Alcon is an American Swiss medical company specializing in eye care products with headquarters in Geneva, Switzerland, and incorporated in Fribourg, Switzerland. Alcon began as a US company and its US subsidiary's headquarters remain in Fort Worth, Texas, where the Alcon division of the company was founded.