



**TOSHIBA AMERICA INFORMATION SYSTEMS, INC.**

**JOB TITLE: Major Account Manager**  
**FUNCTION: Relationship Sales**  
**JOB CLASSIFICATION: Regular Full-time**  
**LOCATION: Chicago, IL**  
**DIVISION: Digital Products Division**  
**JOB CODE: 003843/TAIS**

**JOB OVERVIEW:**

Selling Toshiba notebook, servers, and computing solutions directly to Fortune/Forbes corporate accounts.

**REQUIREMENTS:**

- BS/BA Business, Marketing, Communications, or an equivalent combination of education and related business experience.
- 5 years of proven quota attainment selling directly into corporate accounts.
- Ability to listen to the "Voice of the Customer" applying a consultative selling approach that focuses on partnership and the value proposition. Awareness of computer industry-related issues and the ability to keep current with technological trends and t
- Must possess a strong internal drive to succeed, be able to self-motivate, and to meet or exceed projected accurate forecasts.
- Strong ability to foster enthusiasm and teamwork, presents a positive and forward-thinking attitude, and is committed to the Company's goals.
- Excellent analytical skills with the ability to solve business issues for Corporate customers and build win-win solutions.
- Strong verbal and written communication skills with the ability to influence and persuade with a positive attitude.
- A model team player who demonstrates supportive relationships with peers, customers, partners, and corporate executives by working easily through department lines.
- Excellent presentation skills with CXO facing composure with the ability to hold the interest of a technical or non-technical audience.
- Proficiency with full MS Office Suite, Lotus Notes, and Siebel.
- Direct computer hardware/software sales into F/F Corporations is a must.
- Up to 50% regional travel is required.

## **RESPONSIBILITIES:**

- Meet or exceed assigned quota
- Develop a sustainable sales pipeline of direct revenue within the target customer accounts in assigned account list.
- Establish Toshiba as the standard within key Fortune/Forbes accounts through effective account penetration and through effective solutions selling.
- Satisfy internal reporting requirements, including Siebel maintenance, forecasting, bid submissions, demo requests, and business/sales activity reports.
- Effectively utilize resources to solve issues and create solutions to customer needs and problems.
- Perform other duties as may be assigned.

Please apply using an on line resume or email your resume as a Word.doc attachment to: [employment@tais.com](mailto:employment@tais.com) including **Job Code 003843/TAIS** in subject line.

**Due to active spam filters within our database, resumes not submitted with the job code reference number in the subject field will be deleted.**

We are not currently accepting resumes from recruiting/staffing/temp agencies.

TAIS supports a diverse workplace and is an equal opportunity employer.

## **ABOUT TOSHIBA:**

Headquartered in Irvine, Calif., Toshiba America Information Systems (TAIS) is comprised of three divisions: Digital Products Division, Digital Solutions Division and the Storage Device Division. Together, the three divisions provide mobile products and solutions, communications, storage and imaging products and services. Products include industry leading portable computers, PDAs, projectors, DVD/CD recordable products and hard disk drives for computers, telephony products, digital imaging systems, cable modems, servers, wireless solutions and services.

TAIS provides sales, marketing and services for its wide range of information products in the United States and Latin America. TAIS is an independent operating company owned by Toshiba America, Inc., a subsidiary of Toshiba Corporation, which is a world leader in high technology and integrated manufacturing of electrical and electronic components, products and systems. Toshiba has global sales of over \$47 billion and more than 300 subsidiaries and affiliates worldwide. For more information visit the company's website at [www.toshiba.com](http://www.toshiba.com).

## **COMPANY BENEFITS:**

Toshiba America Information Systems has designed a comprehensive, yet flexible, benefit program to offer freedom of choice options to address the different needs you and your family may have. With that in mind, we offer a wide range of health benefits, life activity, education/career development and financial savings/security programs and empower our employees by providing them with the tools and the information they need to effectively manage their health/wellness care.

Because people's needs for benefits change, **Toshiba America Information Systems, Inc.** regularly reviews its already rich benefits plans with a *Commitment to a Work/Life Balance* philosophy. Most benefits will be active on your first day of employment.