



Date: March 10, 2015  
Closes: March 20, 2015

BR # 15217

**IOWA COMMUNICATIONS NETWORK  
JOB OPENING ANNOUNCEMENT**

POSITION: ACCOUNT CONSULTANT  
PAY GRADE: Pay Plan 014, Pay Grade 32  
CURRENT \$ 2,117.60 - \$ 3,275.20 biweekly  
PAY SCALE \$ 55,057.60 - \$ 85,155.20 annually  
LOCATION: Des Moines, Iowa  
WORK UNIT: Iowa Communications Network; Business Services

**DESCRIPTION:**

The ICN is recruiting to fill an account consultant position to bring a high level of expertise and skill to the management of large targeted accounts for the ICN. Responsibilities include managing all aspects of the relationship with key customers, including needs analysis, account planning and development of relationships with key buying influencers. Selling assigned products and services to customers by leading the client relationship process for those accounts assigned for individual management.

Work with multiple ICN teams to assure effective service and proposal development to meet key customer needs. Collaborating with management to establish monthly and annual forecasts for revenue and margin objectives.

This position will be responsible for pricing and the proposal of high tech solutions to meet customer's needs.

Additional responsibilities include but are not limited to maintaining a pipeline of qualified opportunities and manage the sales step processes to assure a high probability of successful closure. Coordinate with the Sales Support Specialist or Project Management personnel to insure all service orders are performed in an accurate and timely manner.

Must successfully pass background checks and have the ability to travel.

**EDUCATION, EXPERIENCE, AND SPECIAL REQUIREMENTS**

Graduation from an accredited four-year college or university with a Bachelor's Degree and experience equal to four years of full-time work as an account manager, account executive or equivalent sales/technical experience within the telecommunications field;

**RIC LUMBARD, EXECUTIVE DIRECTOR**

OR

an equivalent combination of education and experience substituting one year of full-time telecommunication sales or information technology work for each year of the required education with a maximum substitution of four years.

**TO APPLY:**

Step 1: Submit a completed Iowa Department of Administrative Services – Human Resources Enterprise (DAS-HRE) application to the Iowa Department of Administrative Services, Hoover State Office Building, 1305 E Walnut, Des Moines, IA 50319-0150 or fax to (515) 281-7970 by March 20, 2015. Or apply on line at the DAS-HRE website: Click here to find jobs open to all applicants on the DAS site, then click on “Search Openings” and enter 15217 at “Keywords”.

Step 2: Please upload your resume and cover letter at this site.

It is the policy of the executive branch of state government in the State of Iowa to provide equal employment opportunity within state government to all persons.(Iowa Code 19B.) The intent of this policy is to ensure that individuals are not denied equal access to state employment opportunities because of their race, creed, color, religion, sex, national origin, age, physical or mental disability, sexual orientation, or gender identity, consistent with applicable state and federal policies and regulations. It is also the policy of the executive branch of state government in the State of Iowa to apply affirmative action measures to correct the underutilization of females, minorities, and persons with disabilities in the state employment system whenever remedial measures are appropriate.