

## General Information

- **Job Title:** Strategic Account Manager
- **Location:** TBD/Hybrid/Remote
- **Salary Range:** Commiserate with Level of Experience

## About IT3 Technology Consortium

IT3 Technology Consortium is a leader in providing senior-level Program and Project Management resources to organizations undergoing complex transformations. We specialize in ensuring the successful execution of critical initiatives, from large-scale technology implementations to comprehensive Mergers & Acquisitions and Divestitures. Our approach is built on a foundation of strategic leadership, meticulous planning, and a deep understanding of business operations. We provide the expertise and leadership necessary to navigate complex projects on time and under budget while maintaining business continuity.

## Position Overview

We are looking for a highly motivated and experienced Strategic Account Manager with a proven background in enterprise IT services. The individual in this role will play a key role in building and nurturing long-term, strategic partnerships with our enterprise clients. The Strategic Account Manager is a consultative professional responsible for both acquiring new enterprise accounts and driving revenue growth within the existing client portfolio by leveraging IT3's managed services, program management, and professional resources as the solution to core business challenges.

## Key Responsibilities

- **Strategic Account Development & Management:** Proactively identify and engage with key stakeholders and decision-makers within target enterprises. Utilize a consultative sales approach to diagnose core business challenges related to IT infrastructure, talent, or project management. Develop comprehensive account plans that align with client roadmaps and drive long-term revenue growth.
- **Solutioning & Client Pain Point Analysis:** Act as a trusted advisor to clients by analyzing their current IT infrastructure and processes to identify areas of improvement and potential opportunities. Architect and position IT3's managed services, program management, and resource solutions as the answer to critical challenges such as budget constraints, skill gaps, and the need for operational agility.
- **Account Growth and Expansion:** Proactively identify opportunities for upselling and cross-selling IT3's full suite of services within existing client engagements. This includes



expanding managed services engagements and cross-selling additional professional resources or project teams to meet evolving client needs.

- **Internal Advocacy & Collaboration:** Serve as the primary client advocate within IT3, ensuring that client feedback and strategic needs are communicated to internal practice leads and global partners. Collaborate with internal teams to ensure service delivery is aligned with client expectations and our high standards of quality.
- **Contract Lifecycle Management:** Manage contract renewals and negotiations with existing clients, ensuring mutually beneficial agreements that support continuous resource placement and service delivery. Collaborate with legal and finance teams to finalize contractual agreements.

### **Required Skills & Qualifications**

- Bachelor's degree in business, Marketing, Information Technology, or a related field.
- 5+ as an Account Manager or Sales Professional with a focus on enterprise IT services, managed services, or professional services.
- Demonstrable expertise in consultative sales processes and a strong understanding of IT infrastructure, enterprise systems (e.g., SAP), and talent management challenges.
- Excellent communication, negotiation, and interpersonal skills, with a proven ability to build and maintain C-level relationships.
- A passion for technology and a commitment to understanding and solving complex business problems.
- Willingness and ability to travel 10-25%, including international travel, as required for program needs.

### **To Apply**

If you are a talented Account Manager ready to take on a challenging and rewarding role, please contact us directly: [info@it3tc.com](mailto:info@it3tc.com)