# Account Manager – Subscription & Services (APAC/EMEA)
## Location: UK (Ashburton/Remote)

**June 22, 2021**

<table>
<thead>
<tr>
<th><strong>Department Description</strong></th>
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<tr>
<td>The Cambium Subscriptions and Services team works closely with customers, partners, field sales teams, and internal resources to uncover Cambium value and capture subscription renewals for a growing portfolio of cloud, support, and service products.</td>
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<th><strong>Scope of Responsibilities &amp; Position Expectations</strong></th>
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<td>Subscription &amp; Services Account Managers cover a geographic region and are responsible for achieving an assigned renewal target, up selling, maximizing adoption, and working with an Account team on strategic goals.</td>
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- Maintain contract revenue base at highest possible retention rate and protects contract revenue streams
- Collaborate with end customers, channel partners, and internal account teams to provide renewal quotes, on-time closing of subscription renewal contracts, approving, and fulfilling orders
- Articulate value and customer benefits of Cambium’s “Cloud” offerings
- Overcome objections, and adjust quotes/proposals as required to ensure best solution is presented
- Sell and upsell the unique value of cloud-based subscriptions of Cambium products and services
- Uncover additional Sales opportunities and share with internal Account teams
- Track and provide status updates on all open opportunities/accounts
- Build a working knowledge of various 3rd party tools utilized in the Cambium renewals process
- Collaborate on sales strategies and coordinate quotes and sales opportunities with broader Sales teams
- Develop Fundamental working knowledge of all Cambium solutions
- Identify at risk accounts and work collaboratively to secure
- Develop strong business relationships with Customer, Partners, and internal teams to ensure End Customer satisfaction and sales efficiency
- Communicate feedback internally on successes and challenges in a way to facilitate understanding and foster better solutions
- Educate End Customers and Partners on business practices and associated contractual implications
• Ensure customer awareness and understanding of applicable product elements
• Must meet sales objectives such as quota and upsell requirements

**Knowledge/Skill Requirements**

• Experienced in enterprise renewals, sales, and cloud solutions
• Experience with channel/partner sales model
• Very strong communication skills, communicates effectively and in a professional manner with management, peers, and co-workers
• Good computer, phone, video conferencing, and email skills
• Confident working with Salesforce.com
• Confident working with MS office application, especially MS Excel
• Strong written and oral communication skills
• Collaborative work style and commitment to get the job done
• Personally driven to achieve and surpass goals, self-starter, commitment to quality
• Strong interest in technology and Tech business