

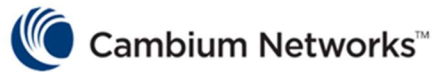


**JOB DESCRIPTION – Territory Account Manager**

**Location: Southeast states. You can be based in these states with access to a main airport: AL, GA, FL, KY, MS, NC, SC, LA, TN, VA.**

Date: Aug 3<sup>rd</sup>, 2021

<b>Department Description</b>
<p>Cambium Networks is a leading global provider of wireless broadband solutions that connect the unconnected – People, Places and Things. Through its extensive portfolio of reliable, scalable and secure Wi-Fi, fixed wireless broadband point-to-point (PTP) and point-to-multipoint (PMP) platforms; managed by cloud-based software, Cambium Networks makes it possible for service providers, enterprises, governmental and military agencies, oil &amp; gas and utility companies, Internet service providers and public safety networks to build powerful communications networks, reach users from 200 kilometers across mountain tops down to the last meter to their devices and intelligently manage their infrastructure through end-to-end network visibility and actionable analytics. Headquartered in Rolling Meadows, IL, outside Chicago and with R&amp;D centers in the U.S, England and India, Cambium Networks sells through a range of trusted global distributors.</p>
<b>Scope of Responsibilities &amp; Position Expectations</b>
<p>The Enterprise Account Manager position is primarily responsible for sales of all enterprise SKUs through Cambium’s Connected Partners and Distributor as well as selling to end customers. The Enterprise Account Manager will identify opportunities to increase sales and has responsibilities directly related to making sales to include: meeting with customers at the customer’s site, communicating with customers via phone, email, and teleconference, providing subject matter expertise regarding technical features and functionality; advising customers on suitability of products and solutions based on their technical needs, preparing proposals, presentations, and developing strategic plans to develop the assigned region and meet assigned quota and territory goals.</p>
<b>Knowledge/ Skill Requirement</b>
<ul style="list-style-type: none"> <li>- In-depth knowledge of Wi-Fi as well as managed services, IT and network switching solutions.</li> <li>- Ability to research and develop customer solutions, use planning and design tools to develop a bill of materials (BOM), create presentations and competitive comparisons.</li> <li>- Must possess highly effective time management skills and organizational skills.</li> <li>- Ability to switch between tasks and keep deadlines is very important.</li> </ul>



Wireless That Just Works



Cambium Networks

- Ability to manage multiple relationships with end users, channel partners, and distributors working to ensure all involved are delighted with the results through the entire sales cycle.
- This position requires up to 50% travel.