

# Dream big. Be bold. Go places.



“At Gartner you are constantly encouraged to think bigger.”

## Account Manager

**Location** Fort Myers, FL

Account Managers are responsible for developing relationships with C-level and other senior executives. Account Managers work with clients and prospects in a specified territory to ensure they understand and receive the maximum value from Gartner services.

### You are:

#### **Success- and performance-driven.**

You have a bachelor's degree and excelled throughout your education, or you have equivalent consultative sales experience with a proven track record.

**An excellent communicator,** able to deliver high-impact presentations to top executives.

### You will:

**Grow our business** by engaging clients and prospects by phone and maintaining a significant quota within a territory.

**Keep clients happy,** working alongside them to increase satisfaction, retention and account growth.

**Steer your own success** by maintaining your competitive knowledge, managing your activity and tracking your performance.

### Gartner will:

**Help you reach your goals.** Our outstanding paid training and management team prepare you to acclimate to Gartner, meet your quotas and grow with the company.

**Reward your accomplishments,** with a competitive base salary, exceptional benefits, generous paid time off, and unlimited bonus and commission potential. Top performers receive all-expense-paid trips to exotic locations.

### Our location:

**Looking for a healthy balance of work and play?** You'll love our Ft. Myers, Florida location. World-class beaches, exciting nightlife, affordable cost of living, and top local schools and universities are just a few of the reasons why our area is one of the fastest-growing in the nation.

Join the conversation!



**#lifeatgartner**

Learn more at [gartner.avature.net/campus](http://gartner.avature.net/campus)

**Glassdoor** Best Place To Work, Employees' Choice Award Winner 2014, 2015, 2016  
**Forbes** Most Innovative Growth Companies 2015  
**Fortune's** Most Admired Companies, 2016

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