Impact is a fierce competitor in the business process optimization space, working to help growing organizations reduce redundant, manual and paper-based processes. Teams of specialists work together to design, implement and support the innovative solutions and technology needed to create sustainable initiatives that lead to increased efficiency and achievement of operational goals.

Our solutions are powered by industry-leading technology and supported by expert Account Managers, Administrators, System Integrators, IT Professionals and Certified Service Repair Technicians. We count on our employees to create an exceptional experience for every client, and believe that fostering a positive work environment is key to delivering outstanding customer service.

With fifteen locations and counting, Impact employs 500+ vibrant, hard-working, goal-oriented individuals who create an energetic, collaborative environment that makes people love coming to work every day. Impact takes pride in its culture and commitment to providing opportunities for advancement, rewarding success and encouraging professional growth.

### Solutions
- Intelligent Process Automation
- Managed IT & Cloud Services
- Print & Document Management
- Branding & Marketing

### Technology
- Enterprise Software
- Digital Office Equipment

### Support
- Sales
- Service
- Supplies
- Help Desk
- Data Center

### Locations
- Lake Forest, IL - Headquarters
- Chicago, IL - Michigan Avenue
- Chicago, IL - Aberdeen Street
- Chicago, IL - Clark Street
- Darien, IL
- Bolingbrook, IL
- Peru, IL
- Rockford, IL
- Brookfield, WI
- Madison, WI
- Indianapolis, IN
- Hammond, IN
- Los Angeles, CA
- Anaheim, CA

### Future of Our Company
Our goal is to reach $500 million in sales revenue by the end of 2022.

### Competitors
Manufacturers with a direct sales force. There are only a few business process optimization providers with integrated service offerings.

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**For More Information**

Questions? Ready to apply?
recruiting@impactnetworking.com
847-596-3350

**Apply Online**

www.impactmybiz.com/Careers/

**For News on Job Openings & Recruitment Events**

LinkedIn: /company/impact-networking
LinkedIn: @ImpactMyBiz
**Achievements**

Over the years, we have achieved a 27 percent year-over-year growth rate and a customer retention rate of 93 percent. Clients have supplied Impact with over 475 reference letters, certifying our excellent customer service and quality solutions. Additionally, we have had multiple record-breaking sales revenue months that have supported new growth and opportunities.

**Awards**

Impact has earned a multitude of awards for workplace culture and fast growth, as well as some industry recognition from our partners. Some recent awards include:

- Entrepreneur/CultureIQ Top Company Cultures
- Chicago Tribune Top Places to Work - 1st place
- Chicagoinno’s Reader’s Choice Coolest Companies
- Best Places to Work in Illinois
- Madison Magazine - Best Places to Work
- National Best & Brightest Companies to Work For
- Great Place to Work - Great Rated
- Best Places to Work in Indiana - 5th place
- Perfect Image Award - Dealer of the Year
- #1 DocuWare Diamond Club Partner in the Americas
- Crain’s Chicago Business - Fast Fifty & Best Places to Work

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**Sponsorships**

- Chicago Blackhawks
- Chicago Cubs
- Los Angeles Kings
- Indianapolis Indiana
- St. Louis Cardinals
- Milwaukee Brewers

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**Glassdoor**

Read our reviews on Glassdoor to see what other candidates and employees are saying about us!
We are hiring B2B Account Managers for our nationally ranked Best & Brightest Workplace!

Account Manager Overview
Our Account Managers are excited by the idea of getting out from behind a desk and experiencing the world of business firsthand. We are looking for entrepreneurial candidates who take pride in the measurable results of their work—from the savings in their clients’ bottom line and individual contributions to the sales team goals. They crave constant learning and development and are able to manage themselves effectively.

Our Account Managers are responsible for the accounts within their territory, as well as new business development and project coordination.

The ideal candidate will be a self-starter with excellent communication skills, a high level of energy, a positive attitude and will be resourceful, driven and highly dependable.

Responsibilities include:
• Manage assigned territory
• Prospect via cold calling and phone calls for new business development
• Manage accounts and design appropriate solutions based on clients’ needs
• Coordinate projects effectively
• Conduct solutions and technology demonstrations
• Present the Impact value proposition to decision makers
• Write proposals and negotiate terms of contracts
• Measure and report the ROI of efforts
• Build long-term relationships with clients

What employees get out of a career at Impact:
• A clear path of career advancement discussed at hire
• Mentoring from industry leaders
• The most thorough training and development in the industry through the Impact Leadership Institute, weekly 2-hour training meetings, online training and annual competitions
• Transparent communication of financial goals and results
• Recognition and promotion based on performance
• Thorough training for confident, empowered and quick-minded in-field decisions
• Open-door policy encourages direct interaction with C-level colleagues
• Work with a winning team — Impact is the largest independent business process automation solutions provider in the Midwest
• Competitive compensation plan, including base salary plus commission

Benefits
• Health Insurance by Blue Cross Blue Shield effective the first of the month after hire date
• Prescription Drug Coverage
• Dental Coverage
• Vision Coverage
• Short & Long Term Disability
• Life Insurance
• Accidental Death & Dismemberment Coverage
• Discretionary Matched 401(k)
• $500 Employee Referral Bonus
• Employee Innovation Program with $500 Raffle 2x per year & Award
• Preferred Vendor Discounts
• 12 Paid Holidays
• Paid Time Off (Vacation & Sick) 8 days up to 23 days
• Paid Maternity Leave, 8 weeks guaranteed up to 12 weeks after one year of employment
• Company Car – Nissan Sentra with gas, car washes and insurance
• Touch Screen Laptop

Sales Incentives
• Annual Sales Contests
• Worldwide Trips
• Recognition Dinners with Partners
• Bonuses & Gift Cards
• Sales Achievement Awards
• Tickets to Major Sports Teams

Annual All Company Getaway
For reaching our annual revenue goal, the entire company has celebrated with all-expenses paid trips to Mexico, Puerto Rico and other tropical destinations.

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Account Manager continued

Workplace
Impact is a young, innovative company with a work hard, play hard corporate culture. Every Impact office is filled with goal-oriented individuals who create an energetic and enjoyable workplace environment. All promotions are based on performance, not tenure. Company-wide incentives demonstrate the value of teamwork and camaraderie in an otherwise very competitive industry; and also acknowledge to employees that all of their contributions drive the success of Impact.

Dress Code
The dress code is business formal for days spent out in the field with current or prospective clients. This includes a suit & tie for men and a suit for women. On Fridays, Account Managers may dress in business casual.

Travel: Moderate
Roughly 60% of the week is spent traveling within the Account Manager’s territory. Chicago Account Managers will often travel on foot and by public transit. A company vehicle is provided for all other branches.

Training
Training and employee development are staples of the Impact culture. Impact offers the most thorough training in the industry, requiring several certifications and ongoing training for all employees. The Impact Leadership Institute provides extensive onboarding to all employees, preparing them for a successful career at Impact. This period is equally about self-discovery of employee strengths and assimilating employees into the Impact culture. General sales skills, solutions/technology and the unique Impact value proposition are introduced in the “Foundations” course of the Impact Leadership Institute.

Working Hours and Advancement
Our standard working hours are from 8am to 5pm. The career-minded candidate should consider that the most successful Account Managers are on the job before starting time and after close. New employees are granted 8 days of paid time off in addition to our 12 paid holidays.

A Day in the Life
Every day brings new tasks, opportunities and challenges. Our Account Managers are responsible for creating unique solutions that address each of their client’s unique challenges. They are also responsible for uncovering and nurturing business development opportunities.

A typical Monday–Thursday will be spent as follows:

- 8am - 9am  Meet in the office, confirm appointments, plan the day
- 9am - 4pm  Travel within their assigned territory
- 4pm - 5pm  Meet back in the office, review, confirm, plan, write-up proposals, etc.

One day a week is spent in the office.

Ongoing Training

- Impact Leadership Institute
- Senior Staff Mentoring
- Solutions and Technology Training from our Partners
- Impact Solutions Classes Taught by Department VPs
- Senior Account Manager Ride-Along Days
- One-on-One Cold Calling with Corporate Trainer
- Service Technician Shadow Day
- Online Technology Training Courses
- Weekly 2-Hour Sales Training
- Annual Sales Competency Competitions
- Annual Professional Sales Training Seminars

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