



Account Manager

Location: Arlington, TX is preferred, but not mandatory

Direct Hire

The Job

The Account Manager shall have sales responsibility for all current and potential OPE accounts (Ideal, CSystems, Charter) in a specific, named geography.

Responsibilities include:

- Minimum of 50 calls per day to customer contacts in assigned territory.
- Conduct outbound calls to all current dealers in assigned territory and establish a follow up cadence accordingly.
- Prospect by phone to develop 25 new leads per month, exclusive of Marketing generated leads.
- Conduct at least 2 webinar product shows annually ie. Quickbooks interface, mobile, Price lists, etc.
- Responsible for compliance with usage of tools such as CRM, Quoting tools, etc. (Including updating all customer fields in SFDC, logging of all activities and including all notes/descriptions within SFDC.
- Demo at a high level all Ideal solutions for existing customers.

Experience/Skills include:

- 3-5 years direct sales experience with track record of success, preferably in the software industry
- Strong written and verbal communication skills
- Experience with a CRM to track sales information
- Dealership experience a huge asset
- Strong organizational skills

Travel: 25%-50% post-COVID

If you are interested in this opportunity, please [click here](#) to send a resume to our HR team.