



Strategic Enterprise Account Director **IDS, a Constellation Software Company**

IDS, Integrated Dealer Systems, is the leading provider of complete software solutions for RV, marine, and trailer dealerships.

The Job

IDS, a Constellation Software company, is looking to onboard a Strategic Enterprise Account Director. In this role you will be responsible for ensuring enterprise customer success, developing relationships with customers in order to grow business results, be a collaborative team player with multiple internal teams within IDS and have passion for outstanding results.

Responsibilities:

- Work with our Enterprise clients to align on desired outcomes and set mutual goals
- Maintain consistent communication with key client contacts and advocates while eliciting feedback from product users
- Develop relationships with new client stakeholders and advocates in order to renew and grow accounts
- Create, execute and adapt proactive client strategy to achieve goals
- Develop a pipeline, forecast outcomes and provide regular internal updates
- Develop an Enterprise Account Plan for each enterprise account, then drive the execution of that plan to success
- Mentor and guide pre-sales functions
- Provide proactive, trusted thought leadership to target accounts
- Develop and deliver world-class Executive Sales proposals to C-level contacts
- Build out an account penetration model that encourages multi-angle access into key accounts
- Identify enterprise client pains and develop unique and compelling value propositions that focus on delivering business value to the client
- Equally successful at engaging with all levels in an organization (bottom up & top down)
- Strong executive presence – very comfortable with C-level executives, especially CFOs, CTO's
- Possess an aptitude for understanding how technology products and solutions solve business problems, as well as the competitive landscape

Experience/Education Required:

- Prior experience in business application sales
- Experience as a leader in a team selling environment
- Proven ability in managing complex sales cycles from start to finish with a track record of successful revenue attainment
- Excellent verbal and written communication skills
- BS degree in Computer Science or equivalent experience, mandatory

Location: remote within USA, but up to 75% travel as required between customer sites and Constellation North American offices.

Permanent, Direct Hire Opportunity

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