



SMB Account Manager

Location: remote USA

Direct Hire

The Business

IDS, Integrated Dealer Systems, is the leading provider of complete software solutions for RV, marine, and trailer dealerships. Our software helps Dealerships to position themselves for growth, financing, acquisition, or IPO. Our customers are among the largest RV and Marine dealerships, and we are proud to be their trusted technology partner.

The Job

We are looking to hire a SMB Account Manager. In this role you will learn the RV and Marine industry, build relationships and sell additional products to our existing customers.

Responsibilities include:

- Own relationships with assigned accounts. Learn the business and provide thoughtful, valuable solutions.
- Investigate new vendor partners (inbound and customer generated requests).
- 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 product at a high-level for existing customers.
- Minimum of 25 calls per day to prospect contacts in assigned territory. IDS serves two verticals; the prospecting is researched and focused. This role is collaborative with outside sales.

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
- Strong organizational skills

Travel: up to 70% travel is required to customer sites and Constellation Global offices.

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