



Account Executive

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.

Mission:

Excited to add a positive, thoughtful solution seller to the team. By leveraging a strong consultative skillset with a pinnacle brand position, this person will excel at new customer acquisition and provide a high value to the dealer. The role is best suited for an operationally curious mind that is eager to dig deeply into the customer's operations, do a deep discovery and offer a targeted solution based on the specific needs of the operation.

Sales Activity

- Be active and present in the market- Tradeshows, onsite customer visits, onsite prospect visits
- Create high value discovery and ROI documentation for the prospect, fueling the reasons to buy
- Build long term relationships in the industry (customers stay longer than 15 years on average)
- Qualify inbound leads, evaluate needs remotely, visit dealership onsite, interview management team, produce discovery
- Position supported with a Sales Engineer
- Add 10-12 new customers per year
- 50-60% expected travel time

Skills/Objectives

- Comfortable talking with a varied audience; from technician to dealership principle
- Build a discovery document for prospects by asking relevant questions about the dealership business.
- Effective coordination and management of in-depth product presentations by communicating customer needs clearly to our internal product experts.
- Expertise in solution-based sales approach, software solutions selling experience
- Ambitious and self-governed

Administrative

- Proficient with Salesforce
- Manage pipeline and able to articulate position within a deal accurately
- Follow the deal through implementation, making certain the customer gets the value originally outlined

Core Competencies

- Good Sense of Humor, Hunter, Account Manager, Strategic, Focused, Coachable, Honest, Customer Centric.



Background/Previous experience

- Proven track record of customer acquisition and migration activities in a strategic selling environment
- Proven record of carrying and exceeding a defined quota/forecast
- Software sales experience required, ERP or DMS software experience a bonus
- Experience growing customer base within a large geographic territory
- Solution based/consultative sales experience

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