



## **Territory Sales Executive**

**Location:** remote

**Direct Hire**

Constellation Dealership Software companies, Ideal, c-Systems and Charter, have developed the largest database of dealership transactional sales, inventory position and task completion information in the Outdoor Power Equipment (OPE) market.

### **The Job**

The Territory Sales Executive shall have sales responsibility for all potential OPE accounts for Ideal and C-Systems, in a specific, named geography.

### **Job Expectations include:**

- Achieve a minimum of 32 new customers annually in assigned territory.
- To conduct their own high-level overview demonstrations with prospects and customers.
- New Sales: (a) Manage all new sale and full system upgrade deals within respective territory. (b) Conduct outbound calls to all competitive prospects in your Target Market area and have meaningful engagement meetings
- Prospect by phone and in person to develop 5 new self-generated qualified leads per month, exclusive of Marketing & BDR generated leads.
- Conduct at least 12 qualified demos per month (could include remote/virtual if required)
- Maintain 100% 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.
- Must be able to conduct a High Level Overview demo with clients/prospects.
- Attend required meetings, events, tradeshow as required by company or as volunteered by the respective TSE.

### **Experience/Skills include:**

- 5-10 years of 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:** Up to, but not limited to, approximately 50% travel time (depending on Covid travel requirements).

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