



Jr. Account Manager

Location: Portland, OR, surrounding area

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 Jr. 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:

- 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.
- Own relationships with assigned accounts. Learn the business and provide thoughtful, valuable solutions.
- 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).

Experience/Skills include:

- 1-2 years of software sales and/or Business Development experience
- Strong written and verbal communication skills
- Experience with a CRM to track sales information
- Strong organizational skills

Travel: up to 25% 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.