



Enterprise Account Specialist

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 Enterprise Account Specialist role shall have sales responsibility for a particular product type: i.e. (Migrations, Cloud, TargetCRM, TargetWeb) and will be a product expert/dedicated resource for these specified products along with covering a list of current OPE accounts for Ideal and C-Systems.

Responsibilities include:

- Build and maintain a monthly sales pipeline.
- Meet annual sales objectives.
- Conduct outbound calls to all current dealers in assigned territory and establish a follow up cadence accordingly.
- Encourage existing customers to upgrade product and migrate from their current system to newer products.
- Work cross functionally with other internal teams to become the SME for the specified product.
- Conduct at least 2 webinar product shows annually on their respective product responsibility.
- Attend all tradeshow, events, etc. as required.
- Responsible for compliance with usage of tools such as CRM tools i.e. (Salesforce), Quoting tools i.e. (Quosal), etc. (Including updating all customer fields in SFDC, logging of all activities and including all notes/descriptions within SFDC.

Experience/Skills include:

- 3-5 years direct sales experience with track record of success, in the software industry.
- 3-5 years upselling experience within the software industry.
- Previous experience within web and digital solution sales.
- 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 50% across North America to customer sites and/or Constellation offices

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