



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. This role will be specific to Charter Software (<https://chartersoftware.com>)

The Job

The Territory Sales Executive shall have sales responsibility for all potential Charter Software accounts in a specific, named geography.

Job Expectations include:

- Achieve a minimum of 10 new customers annually in assigned territory.
- 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 across North America

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



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