**Account Manager**

**Location:** remote

**Direct Hire**

Constellation Dealership Software companies, Ideal and c-Systems have developed a leading dealership software for the Outdoor Power Equipment (OPE) market.

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**The Job**

The Account Manager shall have sales responsibility for all current and potential OPE accounts for Ideal and C-Systems, in a specific, named geography.

**Responsibilities include:**

* Conduct account reviews for all dealers in assigned territory a minimum of one time in a calendar year.
* On-site business reviews for top 25 assigned accounts
* Build a pipeline of opportunity greater than 3X monthly/annual gross profit dollar goal.
* 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.
* Increase assigned accounts ARR (Annual Recurring Revenue).
* Demo at a high level all initiative solutions for existing customers.

**Experience/Skills include:**

* 2-3 years direct sales experience with track record of success, preferably in the software industry
* Previous experience within digital and web sales
* Strong written and verbal communication skills
* Experience with a CRM to track sales information
* Dealership experience a huge asset
* Strong organizational skills

**Travel:** 1 week, 4-6 times per year across North America to customer sites and/or Perseus offices

