**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.

**Position Summary:**

The Strategic Accounts Director is responsible for developing and executing sales strategies to drive revenue growth and meet sales targets within the company’s largest & most strategic accounts. The ideal candidate will have experience managing a team of sales representatives, developing and managing key accounts, and achieving sales targets.

**Specific Job Responsibilities:**

* Work with our strategic clients, IDS management team and manufacturer relations manager to align on desired outcomes and set mutual goals
* Approach the business strategically and set a multi-year north star vision and strategy for your business grounded in value. Proactively identify and achieve path to sales plan.
* Build strong account plans each year and lead regular account planning meetings to keep team aligned.
* Responsible for maintaining a rolling 4Q pipeline for the enterprise sales team.
* Understand customers' operational processes, goals and challenges, and align solutions with their needs and expectations
* Demonstrate industry expertise, thought leadership, grasp of macro-economic environment and be a trusted advisor
* Manage large, sophisticated sales processes internally involving legal, product, marketing, support & engineering.

**Strategic**

**Accounts**

**Director**

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* Coach & mentor a team of strategic account managers
* Maintain relationship with C-suite contacts at each strategic account
* Identify and facilitate collaboration with external 3rd parties including tech partners and system integrators.
* Stay current on the mid and long-term plans for the customers; providing visibility/consolidated guidance upstream to the IDS management team
* Effectively communicate client needs to the product team for future product enhancements
* Responsible for team quota

**Skills & Experience Required:**

* Prior experience in business-to-business sales, preferably in an ERP/DMS environment
* Experience as a leader in a team-selling environment
* Proven ability to manage complex sales cycles from start to finish with a track record of successful revenue attainment
* Ability to forge strong, long-lasting relationships with internal and external senior executives
* Ability to creatively explain and present complex concepts in an easy-to-understand manner
* Solid technical background with understanding and/or hands-on experience in software and web technologies
* Excellent written and verbal communication skills
* Excellent presentation skills
* Willingness to travel up to 60% of the time across USA and Canada

 

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