**Sales Specialist, Payments**

**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.

**The Job**

The Sales Specialist, Payments role shall have sales responsibility for a particular product type 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:**

* Maintain a monthly sales pipeline.
* Ensure compliance of all internal tools such as Salesforce, Quosal, Outlook, etc.
* Deliver specified Gross Profit Dollar annual goal.
* Conduct outbound calls to all current dealers in assigned territory and establish a follow up cadence accordingly.
* Work with Account Managers as the product expert for the specified product that they are covering.
* Conduct at least 2 webinar product shows annually on their respective product responsibility and provide ROI for customers looking to acquire the specific product(s).
* Attend all tradeshows, events, etc. as required.

**Experience/Skills include:**

* 3-5 years direct sales experience with a track record of success, preferably in the software industry or selling the specified products for the role.
* Strong written and verbal communication skills
* Experience with a CRM to track sales information
* Dealership experience a huge asset
* Strong organizational skills

**Travel:** <50% across North America to customer sites and/or Constellation offices

