**Specialist - TargetWeb**

**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 Specialist role shall have sales responsibility for a particular product type, TargetWeb, and will be a product expert/dedicated resource for this specified product along with covering a list of current OPE accounts for Ideal and C-Systems.

**Responsibilities include:**

* Maintain a 3 to 4 times monthly Pipeline.
* 100% 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.
* Attend all tradeshows, events, etc. as required.
* 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.
* Demo at a high level their specified product and provide ROI for customers looking to acquire the specific product(s).

**Experience/Skills include:**

* 3-5 years direct sales experience with 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

[](mailto:Beth.Minardi@constellationdealer.com?subject=Application%20for%20OPE%20TargetWeb%20Sales%20Specialist)