



Account Executive **Constellation Software Dealer Group**

Constellation Dealership Software provides customized, mission critical software to some of the largest, most successful dealerships in North America and UK. We value long term relationships with our clients, with the majority of our revenues flowing from recurring revenues. We are part of Constellation Software Inc, a Canadian listed corporation which has an average compound growth rate of 28% per annum over the past 10 years. Constellation's mission is to acquire, manage and grow market-leading software businesses that develop specialized, mission-critical software solutions to address the specific needs of our particular industries.

We are currently looking to hire an Account Executive for our Dealership Software Group. In this role you will: (1) manage annual account activities as required, including on-site visits to top tier accounts; (2) record all activities in Salesforce; (3) follow all sales processes outlined via management, including but not limited to, quoting, demos, documentation, etc.; (4) achieve sales targets established for both existing accounts and new name accounts; and (5) adhere to all Perseus Group policies.

Job Responsibilities:

- Achieve or exceed sales targets for new and existing customers
- Accurately record all sales activities in Salesforce
- Create quotes for customers using the integrated quoting tool
- Build and maintain a monthly sales pipeline
- Conduct outbound calls to all current dealers in assigned territory and establish a follow up cadence accordingly
- Encourage existing customers to upgrade product and migrate from their current system to newer products
- Attend trade shows, events, etc. as required
- Travel is required in this role: up to 50% across Canada and USA

Competencies

- 3+ years of a successful track record for new business sales
- 3-5 years upselling experience within the software industry
- Selling enterprise dealership software to customers
- Previous experience within web and digital solution sales
- Strong written and verbal communication skills
- Experience with a CRM to track sales information
- Strong organizational skills
- Strong work ethic and high sense of integrity

Qualifications [Minimum required Education and Experience]

- 3-5 years of successful Sales/Account Management experience
- Experience with both inside and outside sales processes

Remote opportunity with travel

Travel: up to 50% across Canada and USA