

## Account Manager

### **Role Summary / Purpose**

The Account Manager is responsible for the effective and profitable management of generating new & maintaining existing client accounts. The successful candidate is responsible for developing a strategy to grow business accounts through selling Evodence products and services in a sales lead position. This position calls for a driven person who thrives on winning new business, understands business needs, and maintains strong client relationships.

### **Essential Responsibilities**

- Primarily focused on growing & maintaining existing accounts and developing new business.
- Outlines, presents and sells the value of our products and services that can benefit client needs.
- Manage the complete sales cycle including the preparation of proposals, sales presentations and product demonstrations.
- Cultivate relationships to ensure long-term customer retention and future sales opportunities.
- Works with clients to provide value & meet service needs.
- Liaise with internal resources to solve client problems, provide excellent service to clients, & ensure correct service implementation.
- Meet and exceed revenue targets set by management.
- Identify high-potential prospects amongst existing and potential clients.
- Develop and manage penetration strategies for key target accounts.
- Ensure that the service delivered meets/exceeds client expectations.
- Builds upon internal relationships and starts to develop strong relationships with clients.
- Participates in sales networking to develop new accounts.
- Leverages client input for feedback to management in new product development.
- Partners with peers and management to enhance selling techniques and approaches.
- Participates in industry trade shows and conferences to create market awareness.
- Provide detailed account information on both prospects and clients by using CRM tools and managing a sales pipeline for accurate forecasting of revenue.

### **Requirements / Desired Characteristics**

- Proven experience in direct sales, account management, or team leadership.
- Ability to sell ideas and concepts, not just products.

- Creative, innovative, outside the box thinker and the ability to tailor product and services to meet client needs.
- Excellent lead generation skills.
- Highly developed skills in prospecting, objection handling and closing skills.
- Strong time management, follow-up and organizational skills.
- Outstanding problem solving skills.
- Self motivated, self managing and personal discipline skills are essential.
- A desire to compete and the will to win.
- Strong negotiation, facilitation and influencing skills.
- Excellent interpersonal, verbal / written communication and presentation skills.
- Related industry experience is a definite asset.
- Candidate should have a proven sales record or show that he/she has the aptitude to succeed in a technical and relationship driven business.
- The candidate must be willing to work independently (after proper training) and be a self-starter.
- Ability and willingness to travel within territory. Travel requirements for the position will be discussed further during interview process.
- Solid experience in business development or building growth plans is preferred:
  - Strategic or product marketing exposure.
  - Customer-centric mindset, able to translate customer issues/needs into profitable business solutions.

### **How to Apply**

Email:

careers[at]evodence.com