

CONSTRUCTION SOFTWARE TECHNOLOGIES JOB DESCRIPTION



JOB SPECIFICS			
Position Title:	Account Executive	Location:	Blue Ash
Reports To:	Director of SupplyLink	Exemption Status:	Exempt
Department/Division:	SupplyLink	Travel:	Up to 30%
Department Manager Approval		Date Modified:	09/25/09
Human Resources Approval		Date Approved:	

Position Purpose:

This position is responsible for selling the iSqFt SupplyLink product to building product manufacturers within defined CSI divisions. The Account Manager will manage and oversee all aspects of the customer experience including prospecting, presenting the product deliverable, setting up trials, obtaining information from the customer required to set-up the trial and/or subscription, training users, presenting periodic performance reports to the customer, and maintaining a relationship with the customer for the length of the subscription. For the right candidate this position offers high earnings potential.

Essential Duties & Responsibilities:

- Identifying potential customers within the assigned CSI codes.
- Be prepared to make 30-40 calls a day to qualify and engage prospects
- Call on National Building Product Manufacturers and associated media agencies.
- Attend industry trade functions introducing iSqFt to potential customers.
- Schedule meetings and provide web-base presentations.
- Utilize needs based and consultative selling techniques to determine product and service needs for both new and ongoing accounts/prospects.
- Utilize SalesForce for maintaining current account records.
- Participate in training as it relates to SupplyLink sales.
- Provide appropriate input to management to develop marketing and sales plan.
- Create sales reports as directed.
- Build and maintain long term relationships with customers

Essential Knowledge, Skills & Abilities:

- Proof of successful track record in sales.
- 5+ years successful sales experience
- Conduct in person presentations to customers.
- Experience in applying a process-oriented sales methodology.
- Excellent verbal and written communication skills along with high level of initiative, good interpersonal skills, and excellent presentation skills
- Comfortable selling within the construction industry. A working knowledge of the construction industry is a positive.



Experience and Educational Requirements:

- College degree in business, marketing or engineering
- 5+ years successful sales experience
- Experience within the construction industry is helpful but not required

Physical Demands & Work Environment:

- Sits at desk for prolonged periods of time
- Ability to work with computer tools and applications

Reporting to this position:

- None

TO APPLY FOR THIS POSITION PLEASE USE THE FOLLOWING LINK:

<https://home.eease.com/recruit/?id=157416>

If you need assistance please feel free to contact us at 513-645-8004

PRINT NAME

SIGNATURE

DATE