

## Account Manager New Business – iSqFt for Subcontractors

### Our Company:

Since 1993 iSqFt has been the leader in providing on-line preconstruction management services to the construction industry. No matter the part our customers play in the construction process, we provide the tools to give them the competitive edge they need to succeed. Our partnership with the Associated General Contractors (AGC), allow us to provide our customers more accurate and timely construction information, keeping us ahead of our competition.

iSqFt has positioned itself for long-term success. Our management team is comprised of blue chip executives who have lead Fortune 500 divisions; our CEO in 2005 was voted Entrepreneur of the Year and in both 2004 and 2005 our company was voted as one of the top 500 Fastest Growing Companies. In 2008 and 2009 our organization was a finalist for the Fast 55 and was a finalist in Greater Cincinnati's Best Places To Work 2008, 2009 and 2010. Our target market is huge and our service offerings are in great demand.

### Account Manager - New Business Position Profile

The Account Manager, New Business is responsible for representing the **iSqFt for Subcontractors** product; selling, negotiation, and marketing new subscriptions. Account Managers demonstrate the capabilities and basic training of the iSqFt for Subcontractors platform via online demonstrations (Go-to-Meetings). This creates a substantial amount of revenue for iSqFt.

### Essential Duties & Responsibilities

- 1) Making a high volume of outbound calls per day to sales leads and prospect new accounts.
- 2) To establish or reestablish the customer relationships by proactively calling new or inactive accounts/prospects. Specific functions may include: introducing products, sales programs, and promotions.
- 3) Utilize needs based and consultative selling techniques to determine product and service needs for both new and ongoing accounts/prospects.
- 4) Utilize Salesforce.com for every customer contact.
- 5) Participate in training as it relates to inside (proactive) sales skills, sales techniques and product knowledge. This will include ongoing call monitoring for training and quality purposes
- 6) Provide appropriate input to management to develop marketing and sales plan.
- 7) Direct customer complaints, billing issues, technical/quality problems, etc. to appropriate area.
- 8) Create sales reports as dictated.

### Requirements

Minimum 2-4 years experience in business to business sales  
Phone sales experience is required  
Construction or related industry knowledge preferred  
Exposure to Sandler sales training or other consultative sales training  
Salesforce.com or other CRM experience  
College degree preferred

### People are the greatest asset in any company...

iSqFt is committed to a high performance culture and provides an environment that challenges our employees to be remarkable and obtain their full potential. We are an EEO/Affirmative Action Employer that understands the value of diversity and its impact on a high performance culture. **Join Us!**

**To apply for this position visit:**

<https://home.eease.adp.com/recruit/?id=561242>

