

## Account Manager

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***Are you a passionate sales professional that believes the best way to achieve their goals is to exceed customer expectations?***

Located in Markham, eSCRIBE Software Ltd is a premier supplier of meeting management solutions to public sector organizations worldwide. We are seeking a versatile Account Manager to join our rapidly expanding sales team. The ideal individual will be a solution-oriented team-player with a need to over achieve their goals!

### Overview

As an Account Manager, you will be responsible for managing existing customer revenue as well as identifying and closing upsell and new business to achieve overall sales, churn and customer satisfaction (NPS) targets for your assigned territory.

### Responsibilities

- Business Development – Proactively execute, calling and email/drip campaigns, conduct one-on-one and webinar demonstrations of new product features to develop new sales opportunities in an assigned territory
- Account management - Conduct high quality weekly/monthly/quarterly account management calls to ensure low revenue churn and a high NPS score
- Customer advocacy – monitor service and performance levels, proactively follow up, manage escalations and be the internal champion for the customer

### Qualifications

- University or College degree in business, marketing or related field
- 2+ years of quota carrying sales experience in a B2B client facing role
- Ability to analyse multiple data streams and develop compelling tactics that deliver the desired sales results
- Able to develop high-quality impactful, written emails, sales proposals and PowerPoint presentations
- Excellent telephone and oral communication skills, comfortable facilitating meetings and delivering presentations, one-on-one and to groups
- An organized team player, able to effectively manage time, prioritize tasks, and work within deadlines
- Advanced knowledge of Salesforce, Office/SharePoint, conducting online research

### What we will offer you:

- Opportunity to be a part of a growing amazing team
- Competitive salary and commission plans
- 100% employer-paid benefits with health spending account
- Companywide Birthday lunches & daily snacks
- Fun casual team environment

## *Job Description*



- Quarterly team building activities

### **Apply**

If you think you have what it takes to become part of our team, please send your resume with the Position Title listed in the subject line to [careers@escribemeetings.com](mailto:careers@escribemeetings.com). While we thank all applicants, only those selected for interviews will be notified.

