

Inside Sales Account Manager

Core responsibilities

- » Responsible for closing across all customers/accounts:
 - All software license deals smaller or equal to \$15K and below
 - All maintenance renewals smaller or equal to \$50K and below
 - All new opportunities with total contract values smaller or equal to \$75K
- » Ensure that AMs are kept up to date on progress of deals that are being worked on by inside sales
- » Responsible to build business around Education
 - Increase wallet share of Esri in Education
 - Maintain pipeline of opportunities for Education
- » Streamline bid and quote process for 24hour turn around for fast transactional deals
- » Work with finance to ensure accurate weekly/monthly/quarterly reporting of bookings and revenue
- » Review and follow and own leads from lead generation activities and mechanism
- » Face to face engagement for all customers that provide >\$100K worth of annual revenue – outside of accounts assigned to AMs. Nett new customers or education

Job specifications

- » >2 years' experience and good track record in IT Enterprise Solutions sales
- » Have prior experience in transactional and run rate software product sales
- » Possess strong solutions sales and negotiation skills
- » Possess good initiative and problem solving skills
- » Well-developed organizational abilities, personal time management and keen attention to details
- » Disciplined and methodical approach to develop and managed transactional sales pipeline
- » Strong oral and written interpersonal and communications skills
- » A strong team player
- » Knowledge of Geographic Information Systems and spatial technology concepts is a strong advantage

How to apply

If you can see yourself as Esri Singapore's **Inside Sales Account Manager**, then send us your resume, along with a cover letter addressing the selection criteria. Whilst we want to hear everything about you – please limit your cover letter to no more than two pages, and send to careers@esrisingapore.com.sg.

For more information regarding the role of Inside Sales Account Manager, please contact Eunice Seah, Human Resources, by phone on (65) 6742 8622.