

Senior Account Manager
DDS eFleet Services

DDS eFleet Services (eFleet) is a division of DDS Wireless International, an international leader in dispatch and fleet management systems, providing enterprise wide and service based software & hardware solutions to fleet operators of all sizes, focusing on personnel transportation and work truck markets.

eFleet is currently recruiting for a Senior Account Manager. Reporting to the business unit President, the Senior Account Manager will structure winning solutions and will direct sell and/or account manage eFleet's solutions to the selected markets throughout North America. This position will require a strong emphasis on lead generation and daily prospecting to enable achievement of business objectives and quarterly revenue targets. The Senior Account Manager will also prepare written proposals and responses to RFPs for new and existing customers, present to, and negotiate with, executive level clients, and close opportunities with a high level of customer satisfaction.

As the ideal candidate, you are highly motivated with a proven track record in outside sales, with at least 5 years of experience in software and solution sales into field service or transportation industries. You have excellent communication, presentation, negotiation and computer skills, as well as an understanding of complex system sales and proposal writing. Software and/or wireless communications experience is a strong asset. There will be some travel required within North America.

We offer a competitive salary and comprehensive benefits package, combined with the variety, challenge, growth and scope to develop your career in this fast moving organization.

Please respond by email to careers@eFleetservices.com and reference the job title in the subject line.

We thank all who respond, however, we will only be in contact with those who are being considered for an interview. No phone calls please.