

JOB POSTING - Account Manager – CRG emPerform

DESCRIPTION:

Openings: **1**
Company: **Corporate Renaissance Group**
Division: **CRG emPerform**
Location: **Ottawa, ON**
Date Posted: **Jan 11, 2012**
Job Type: **Sales/Account Management**
Experience Level: **3-5 years**
Industry: **Human Resources Software**

Reporting to the Senior Sales Manager, the Account Manager will be responsible for executing sales of CRG's employee performance management solution, emPerform, in their territory. This includes cold calling and prospecting, responding to customer sales needs, properly qualifying prospects, applying a solution selling methodology to the sales cycle, promptly completing proposals and sales activities, closing sales opportunities quickly and efficiently and completing necessary paperwork and implementation steps to set projects in motion successfully. The Account Manager is also responsible for managing the ongoing customer relationship with their accounts.

The ideal candidate should have 3-5 years of direct software sales experience. Has owned a quota and successfully managed a sales territory. This individual will also possess strong communication and presentation skills.

Primary Responsibilities:

- Be able to converse with clients about emPerform
- Find, create and close opportunities
 - Attend trade shows
 - Respond to RFPs
 - Identify new leads/opportunities
 - Follow up on leads
 - Cold calling
- Demonstrate sales leadership to the emPerform team and by extension to the entire CRG team.
- Understand and properly position emPerform's value proposition to all prospects and customers.
- Be able to demonstrate the product to the end customer.
- Work with external clients to conduct analysis of needs and to document procedures
- Show positive attitude, be self-driven and highly motivated at all times
- Actively participate in forecasting meetings and maintain a high level account management at all times.

Requirements:

- Knowledge of Microsoft Office Suite
- Knowledge of CRM Software (Microsoft Dynamics CRM or Salesforce)
- Demonstrated history of sales success and a drive to succeed within our sales environment
- Previous commission-based sales experience preferred
- Outstanding spoken and written communication skills
- Ability to open conversations and close deals
- Proven prospecting/cold-calling experience preferred
- Demonstrated ability to work independently and in a team environment
- Experience with technology related products is preferred
- Personally motivated, aggressively goal-oriented
- 3-5 years' experience in a sales environment

ABOUT US:



For over 20 years, Corporate Renaissance Group (CRG) has been a global provider of innovative business solutions that improve business performance and increase efficiency. CRG is a member of the Microsoft Partner Network headquartered in Ottawa, Canada, with offices throughout Canada, South Africa, India and the United States. For more information, visit www.crgroup.com



CRG emPerform is an all-inclusive Performance and Talent Management solution, one of many solutions offered by CRG. This all-in-one suite includes robust functionality to simplify and automate core talent management processes, including: performance appraisals, compensation management, 360 degree multi-rater feedback, succession planning and one of the most powerful and flexible reporting and analytics tools available. emPerform is easy-to-use, highly customizable and guarantees the best value in talent management software. emPerform has a diverse client base in industries such as healthcare, logistics, manufacturing, not-for-profits, public sector, and financial services. To learn more, visit: www.employee-performance.com

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If you're a technology-loving self-starter, seeking to expand your horizons in a dynamic, high-growth environment, we're looking for you. We offer a generous benefits plan, lots of fun social events, and co-workers who are committed to providing leading-edge products and services, have a highly collaborative spirit, and who skip the politics.

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To apply for this position, please send your resume to careers@crgroup.com