

Job Posting

Position: Senior Account Manager, Utilities

Job Type: Full-time

Position Description:

RAMTeCH Software Solutions is a global geospatial data management, technical and consulting services and software solutions company specializing in the utility and telecommunications industries. We are seeking a Senior Account Manager to work either in our Stillwater, Minnesota office or remotely. This position is responsible for ensuring the sale of RAMTeCH's data, software and professional services solutions to utility customers, management of specified accounts and support of various other sales-related activities associated with the position. This role requires cross-functional interaction with peers, ensuring solutions are appropriately presented to customers and that customer needs are adequately documented, clarified, and verified by the customer. You will represent RAMTeCH at customer meetings, conferences, business partner engagement meetings, and other various interactions. The work requires the ability to access and interact with senior executives and directors at utilities and select telecommunications companies, and work across any aspect of a customer's business units. Territory, accounts and other associated responsibilities will be determined based upon the successful candidate's experience, qualifications, experience, and location.

Position Requirements:

- Proven successful record of accomplishment and five or more years of experience selling large and complex data and technical solutions to utilities and telecommunications companies including large-scale data services sales, managed services, technical and professional consulting services, and software solutions sales, as well as managing a potentially large number of accounts over a large territory.
- Proven track record of meeting sales goals, including quotas, managing and building key accounts, managing territory.
- Focus on sales efforts by planning and pursuing new business and make appropriate adjustments based on the prospect's needs, which can include general communications, presentations, demonstrations, etc. and will include leadership in coordinating work with other internal sales support and delivery staff.
- Leading and collaborating with internal teams both domestic and with India-based operations to devise, estimate and propose complex solutions.
- Negotiation and closing skills, self-motivated, goal-focused, ability to develop strong customer relations and strong presentation skills.
- Provide leadership direction and direct contribution toward development of sales documents including bids, presentations, reports, etc.
- Provide routine and customary internal sales planning and execution reporting based on sales goals and as required by the company.
- Attend industry trade shows and other identified meetings as required, contribute to development of technical papers and presentations as required, and attend periodic company meetings.
- Contribute to direct sales as a team effort and provide constructive input to solutions, products, and services and to the sales organization through the execution of work.
- Build, prioritize, and manage an extensive pipeline of work that leads to consistent annual sales quota achievement.
- Work independently, coordinate sales support, and collaborate with a diverse interdisciplinary team, including business partners, to sell and close business.
- Excellent organizational, written and oral communication, listening, and customer-facing skills.
- Strong understanding of gas and electric utility operational business structures, business challenges, budget processes, and operational and business systems and experience selling within gas and electric utilities.

- Fundamental understanding of the gas and electric marketplace, trends, and competition.
- Willingness to travel at levels consistent with the position and the location of accounts in the US and possibly Canada, with potential for international travel.

Experience and Education Required:

- **Minimum:** five years of proven successful relevant sales experience to the gas and electric utility industry.
- **Education:** Bachelor's or master's in computer science, engineering, GIS, cartography/geography, or a related field.
- **Experience:** with GIS technology and solutions, CAD design tools, ERP and Work Management systems

Additional Job Details:

- **Travel:** Moderate to extensive travel within the U.S. and possibly Canada
- **Work Authorization:** US Citizen
- **Compensation:** Commensurate with credentials

Join a global network of 3000+ high-caliber people, including an actively expanding North American operation, who collaborate and share an enthusiasm for successful project delivery. RAMTeCH encourages individual achievement and recognizes the strength of a diverse workforce. This position comes with a competitive compensation package, a comprehensive benefits package, including life insurance, health and dental insurance, tuition and training reimbursement, 401(k) retirement plan, paid holidays, vacation and sick time.

Our growing team awaits the addition of your technical knowledge and strong skills. For confidential consideration, qualified candidates should submit a cover letter, resume, and salary requirements to the following contact. RAMTeCH is an Equal Opportunity/Affirmative Action Employer.

Contact Information: careers@ramtech-corp.com
Human Resources Department
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